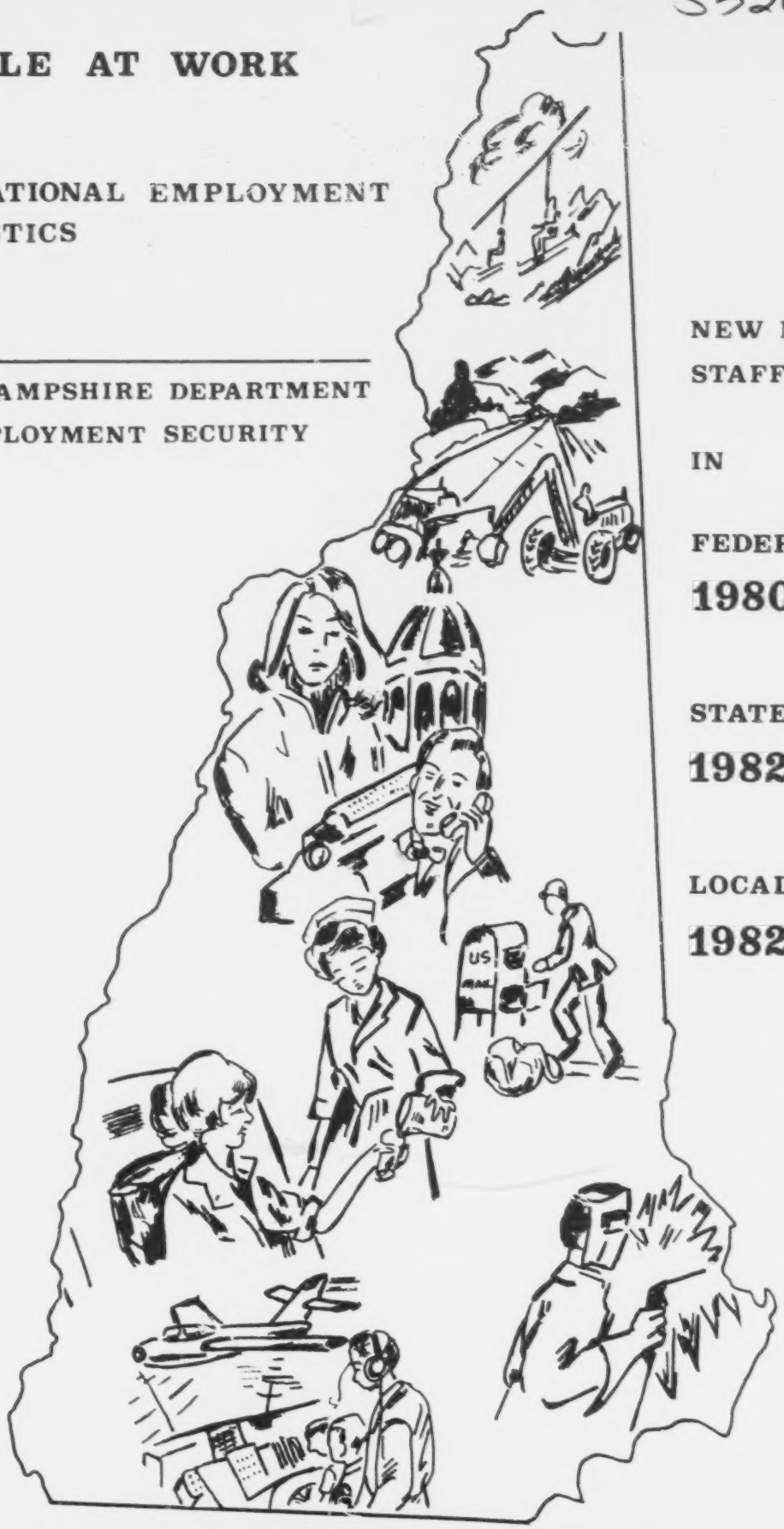
3/12/84 S5205-2.7 (U)

# PEOPLE AT WORK

## OCCUPATIONAL EMPLOYMENT STATISTICS

NEW HAMPSHIRE DEPARTMENT
OF EMPLOYMENT SECURITY




NEW HAMPSHIRE
STAFFING PATTERNS

IN

FEDERAL GOVERNMENT
**1980**

STATE GOVERNMENT
**1982**

LOCAL GOVERNMENT
**1982**

# NEW HAMPSHIRE STAFFING PATTERNS

## OF FEDERAL GOVERNMENT

1980

## STATE GOVERNMENT

1982

## LOCAL GOVERNMENT

1982

An Occupational Employment Statistics Survey

Conducted By The


Economic Analysis and Reports Section

NEW HAMPSHIRE DEPARTMENT OF EMPLOYMENT SECURITY

THE U.S. BUREAU OF LABOR STATISTICS

AND THE

EMPLOYMENT AND TRAINING ADMINISTRATION



Using A Grant From The

NEW HAMPSHIRE STATE OCCUPATIONAL INFORMATION COORDINATING COMMITTEE

Published October 1983



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## Preface

The Occupational Employment Statistics (OES) Program involves the cooperation and participation of many individuals, employers and agencies. First of all we wish to thank Donald W. Roberge, Executive Director of the New Hampshire SOICC for his support and cooperation. This project on government employment was completed as part of the Occupational Employment Statistics Program using a grant from the New Hampshire State Occupational Information Coordinating Committee.

Concerning the state government data we particularly wish to thank Carl M. Hecker of the New Hampshire Department of Personnel for his unending cooperation and support. We also want to thank Frank E. Storer, Assistant Director, Division of Accounts; and George C. Coronis of Legislative Accounting for their generous assistance.

Although we cannot recognize them by name because of the large number of local government units involved, we also want to thank the many county and city officials, selectmen, town clerks, secretaries, etc. for their participation in this survey.

We appreciate the technical assistance provided by personnel of the United States Department of Labor, Bureau of Labor Statistics at the Boston Regional Office and National Office in Washington, D.C.

This report was prepared by the New Hampshire Occupational Employment Statistics (OES) Program staff: William Halm. Technical EDP support was provided by April Limber.

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# INTRODUCTION

For an indeterminable period - but particularly since the 1960's - those responsible for providing trained manpower to balance current and foreseeable labor force demand, have realized the need for current occupational data.

To meet this need, the United States Department of Labor, in cooperation with the Employment Security Agencies of the various states, initiated the OES Program in mid-1971. Beginning with 15 participating states, the program has grown to include 33 additional states and the District of Columbia. It is founded upon the collection of employment data by means of mail sampling a sector or sectors of the economy on a recurring three year cycle. Since New Hampshire joined the OES Program in 1976, this is the third survey of the government occupations sector within the state.

Recognizing that human resources are the nation's most precious asset, the goal of the OES Program is to direct training programs to meet both current and long-range needs for personnel. To that end, it is an invaluable tool enabling planners to intelligently and systematically deal with the inequity between the supply and demand of workers in specified occupations on the national, state, and local levels.

Using current data on employment by occupation, current supply of workers, and projection of future manpower requirements, planners attempt to direct or influence the prospective supply of workers by occupation. This is generally accomplished through a combination of counseling, educational or vocational training, etc. Workers or prospective workers are realistically advised of emerging and declining occupations, of technological changes, the overall employment outlook, training and educational prerequisites, opportunities for advancement, working conditions and earnings, etc.

Barring unforeseen technological breakthroughs, this parity between the supply and demand for workers can reasonably be established and maintained--thanks, to some degree, to the OES Program.

## SUMMARY

### GOVERNMENT OCCUPATIONAL EMPLOYMENT

Government employment increased by 2.9 million workers nationwide for an average annual rate of 2.7 percent during the period from 1972 through 1980. During the same period government employment within New Hampshire increased 17.2 thousand workers for an average annual rate of 4.9 percent. From 1980 to 1982, government employment declined by 438 thousand workers nationwide and 1.2 thousand workers within New Hampshire. Within the state of New Hampshire state and local governments lost 850 and 450 workers respectively while the federal government added 100 workers.
(see table 1).

Federal workers (with the exception of the Postal Service) were principally clustered in five locations including the Portsmouth Naval Shipyard, Pease Air Force Base at Newington, the Veterans Administration Hospital in Manchester, the Federal Aviation Administration Air Traffic Control Center in Nashua and the Army Cold Regions Laboratory in Hanover. Almost 59 percent of state workers are located in Concord with another 22 percent in Laconia, Manchester, Hooksett and Portsmouth. Local government workers were scattered through 10 counties, 13 cities, 224 towns and villages and approximately 50 miscellaneous units including water authorities, fire districts, etc. Fifty-two percent of local government workers were located in the three southern counties of Cheshire, Hillsborough and Rockingham.

Survey forms were mailed to 64 local government units representing an employment of 9,739. Usable responses were received from 55 units or 86 percent of the units sampled. The reported employment was 6,989.

TABLE 1

NEW HAMPSHIRE GOVERNMENT EMPLOYMENT COMPARED WITH
UNITED STATES GOVERNMENT AND NEW HAMPSHIRE NONAGRICULTURAL EMPLOYMENT
(ANNUAL AVERAGES 1972-1982)

| | | NEW HAMPSHIRE 2/ | | | | | | |
|---|---|---|---|---|---|---|---|---|
| | | | GOVERNMENT | | | | | |
| YEAR | UNITED STATES GOV'T. 1/ | TOTAL NONAGRI-CULTURAL | FEDERAL | STATE | LOCAL | TOTAL | PERCENT OF UNITED STATES GOV'T. | PERCENT OF TOTAL NONAGRI-CULTURAL |
| 1972 | 13,334,000 | 281,550 | 9,350 | 12,000 | 22,900 | 44,250 | 0.33 | 15.72 |
| 1973 | 13,732,000 | 300,650 | 9,400 | 12,400 | 24,450 | 46,250 | 0.34 | 15.38 |
| 1974 | 14,170,000 | 303,350 | 9,850 | 12,900 | 25,950 | 48,700 | 0.34 | 16.05 |
| 1975 | 14,686,000 | 295,950 | 10,200 | 14,000 | 26,950 | 51,150 | 0.35 | 17.28 |
| 1976 | 14,871,000 | 316,950 | 10,400 | 14,900 | 28,100 | 53,400 | 0.36 | 16.85 |
| 1977 | 15,127,000 | 341,000 | 10,750 | 15,150 | 31,750 | 57,650 | 0.38 | 16.91 |
| 1978 | 15,672,000 | 365,350 | 11,150 | 15,700 | 33,700 | 60,550 | 0.39 | 16.57 |
| 1979 | 15,947,000 | 381,650 | 11,500 | 15,950 | 34,000 | 61,450 | 0.39 | 16.10 |
| 1980 | 16,241,000 | 389,500 | 11,500 | 16,050 | 33,900 | 61,450 | 0.38 | 15.78 |
| 1981 | 16,024,000 | 398,900 | 11,350 | 16,000 | 33,700 | 61,050 | 0.38 | 15.30 |
| 1982 | 15,803,000 | 397,600 | 11,600 | 15,200 | 33,450 | 60,250 | 0.38 | 15.15 |

1/ Includes all workers in Federal, State, and Local Government.

1972-1981; Employment and Earnings, Vol. 29, No. 10 (Oct. 1982) Page 67 (Table B-1)

1982; Employment and Earnings, Vo. 30, No. 6 (June 1983) Page 59 (Table B-1)

2/ 1972-1976: Employment and Unemployment in N.H., No. 359 (Feb. 1978) Pages 10-14
1977: Employment and Unemployment in N.H., No. 371 (Feb. 1979) Page 9
1978; Employment and Unemployment in N.H., No. 383 (Feb. 1980) Page 9
1979; Employment and Unemployment in N.H., No. 383 (Feb. 1980) Page 8
1980; Economic Conditions in N.H., No. 3 (May-June 1982) Page 9
1981-1982; Economic Conditions in N.H., No. 2 (Feb. 1983) Pages 9 & 12

Note: New Hampshire Federal Government employment includes only one half of the Portsmouth Navy Shipyard as 50 percent of the workers reside in New Hampshire.

OCCUPATIONAL STAFFING PATTERNS

FEDERAL GOVERNMENT 1/

OCTOBER 1980

| OCCUPATIONAL TITLE | OES CODE | OCTOBER 1980 EMPLOYMENT | PERCENT OF TOTAL EMPLOYMENT |
|---|---|---|---|
| TOTAL ALL OCCUPATIONS | | 15,03[illegible] | 100.0 |
| MANAGERS AND OFFICERS | 10000 | 750 | 5.0 |
| Public Administration Inspectors, except Construction | 10001 | 37 | 0.2 |
| Construction Inspectors | 10009 | 24 | 0.2 |
| Postmasters and/or Mail Superintendents | 10050 | 229 | 1.5 |
| All Other Managers | 19000 | 460 | 3.1 |
| PROFESSIONAL OCCUPATIONS | 20000 | 1,870 | 12.4 |
| Civil Engineers | 21004 | 77 | 0.5 |
| Electrical and Electronic Engineers | 21005 | 84 | 0.5 |
| Industrial Engineers | 21006 | 15 | 0.1 |
| Mechanical Engineers | 21008 | 138 | 1.0 |
| Nuclear Engineers | 21017 | 144 | 1.0 |
| All Other Engineers | 21900 | 169 | 1.1 |
| All Other Mathematical Scientists | 22199 | 23 | 0.2 |
| Chemists | 22201 | 18 | 0.1 |
| Geologists and Geophysicists | 22202 | 24 | 0.2 |
| Physicists | 22205 | 19 | 0.1 |
| All Other Physical Scientists | 22299 | 23 | 0.2 |
| Agricultural Scientists | 22301 | 14 | 0.1 |
| Biological Scientists | 22302 | 45 | 0.3 |
| Foresters and Conservation Scientists | 22308 | 59 | 0.4 |
| All Other Social Scientists | 23900 | 16 | 0.1 |
| Systems Analysts, Electronic Data Processing | 24000 | 49 | 0.3 |
| Teachers and/or Instructors, Nonvocational Education | 25106 | 36 | 0.2 |
| Purchasing Agents and/or Buyers | 25300 | 70 | 0.5 |
| Accountants and/or Auditors | 25401 | 64 | 0.4 |
| Architects | 25405 | 54 | 0.4 |
| Case Workers | 25418 | 12 | 0.1 |
| Writers and/or Editors | 25436 | 10 | 0.1 |
| Lawyers | 25446 | 17 | 0.1 |
| Nurses, Professional | 25457 | 118 | 0.8 |
| Personnel and Labor Relations Specialists | 25465 | 81 | 0.5 |
| Physicians and/or Surgeons | 25469 | 56 | 0.3 |

1/ Furnished by the Bureau of Labor Statistics from data obtained from the Office of Personnel Management. Occupational employment data for certain Federal Agencies are not maintained by the OPM and therefore not included.

OCCUPATIONAL STAFFING PATTERNS

FEDERAL GOVERNMENT

OCTOBER 1980

| OCCUPATIONAL TITLE | OES CODE | OCTOBER 1980 EMPLOYMENT | PERCENT OF TOTAL EMPLOYMENT |
|---|---|---|---|
| Tax Examiners, Collectors and/or Revenue Agents | 25507 | 81 | 0.5 |
| Law Clerks | 28302 | 14 | 0.1 |
| All Other Professional Workers | 29000 | 340 | 2.2 |
| TECHNICAL OCCUPATIONS | 30000 | 1,548 | 10.3 |
| Computer Programmers | 31000 | 20 | 0.1 |
| Electrical and Electronic Technicians | 32004 | 175 | 1.2 |
| All Other Engineering Technicians | 32900 | 466 | 3.1 |
| Electrocardiograph Technicians | 32926 | 12 | 0.1 |
| Physical Science Technicians | 33001 | 116 | 0.7 |
| Biological Science Technicians | 33002 | 98 | 0.7 |
| Air Traffic Controllers | 34002 | 491 | 3.3 |
| Broadcast Technicians | 34014 | 13 | 0.1 |
| Airplane Pilots | 34023 | 10 | 0.1 |
| Medical Laboratory Technologists | 35002 | 22 | 0.1 |
| All Other Medical and Dental Technologists and Technicians | 35900 | 35 | 0.2 |
| All Other Technicians | 39000 | 90 | 0.6 |
| SERVICE OCCUPATIONS | 40000 | 436 | 2.9 |
| All Other Janitors, Porters, and Cleaners | 41900 | 78 | 0.5 |
| Guards and Doorkeepers | 42000 | 50 | 0.3 |
| Butchers and/or Meatcutters | 43004 | 14 | 0.1 |
| Cooks, Institution | 43016 | 10 | 0.1 |
| All Other Food Service Workers | 43900 | 42 | 0.3 |
| Nurse Aides and/or Orderlies | 44025 | 123 | 0.8 |
| Police and Detective Supervisors | 44501 | 13 | 0.1 |
| Detectives, Police | 44502 | 24 | 0.2 |
| Fire Fighters | 44552 | 64 | 0.4 |
| All Other Service Workers | 49000 | 18 | 0.1 |
| PRODUCTION OCCUPATIONS | 50000 | 6,513 | 43.3 |
| Mechanics, Aircraft | 51002 | 73 | 0.5 |
| Mechanics, Automotive | 51008 | 43 | 0.3 |
| Electric Tool Repairers | 51021 | 19 | 0.1 |
| Engineering Equipment Mechanics | 51034 | 52 | 0.4 |
| Marine Mechanics and/or Repairers | 51042 | 95 | 0.6 |
| Mechanics, Maintenance | 51043 | 642 | 4.3 |
| Refrigeration Mechanics and/or Air Conditioning Mechanics | 51052 | 74 | 0.5 |
| Electronic Mechanics | 51077 | 290 | 1.9 |
| All Other Mechanics and Repairers | 51900 | 31 | 0.2 |
| All Other Darkroom Workers | 52900 | 3 | * |
| Markers, Classifiers, Wet Wash Assemblers, Detachers, and/or Checkers | 53001 | 20 | 0.1 |
| Truck Drivers | 54000 | 70 | 0.5 |

OCCUPATIONAL STAFFING PATTERNS

FEDERAL GOVERNMENT

OCTOBER 1980

| OCCUPATIONAL TITLE | OES CODE | OCTOBER 1980 EMPLOYMENT | PERCENT OF TOTAL EMPLOYMENT |
|---|---|---|---|
| Asbestos and Insulation Workers | 55A08 | 109 | 0.7 |
| Blacksmiths | 55A20 | 11 | 0.1 |
| Cable Splicers | 55A43 | 22 | 0.2 |
| Carpenters | 55A47 | 55 | 0.4 |
| Crane, Derrick, and Hoist Operators | 55A82 | 46 | 0.3 |
| Craters | 55A83 | 12 | 0.1 |
| Electricians | 55B12 | 608 | 4.0 |
| Heavy Equipment Operators | 55B52 | 17 | 0.1 |
| Riggers | 55B54 | 202 | 1.3 |
| Industrial Truck Operators | 55B57 | 14 | 0.1 |
| Maintenance Repairers, General Utility | 55B86 | 27 | 0.2 |
| Painters, Maintenance | 55C12 | 225 | 1.5 |
| Plumbers and/or Pipefitters | 55C30 | 963 | 6.4 |
| Sandblasters and/or Shotblasters | 55C64 | 74 | 0.5 |
| Sheet Metal Workers | 55C81 | 286 | 1.9 |
| Stationary Boiler Firers | 55C90 | 66 | 0.4 |
| Stationary Engineers | 55C91 | 22 | 0.1 |
| Tool and Die Makers | 55D23 | 24 | 0.2 |
| Welders and/or Flamecutters | 55D46 | 286 | 1.9 |
| Offset Lithographic Press Operators, Sheet, Roll or Web Fed | 55D56 | 14 | 0.1 |
| Service Station Attendants, Fuel Pump Attendants and/or Lubricators | 55D67 | 20 | 0.1 |
| Machine Tool Operators, Combination | 55L01 | 530 | 3.5 |
| Machine Tool Operators, Toolroom | 55L03 | 17 | 0.1 |
| Patternmakers Wood | 55M10 | 10 | 0.1 |
| Shipfitters | 55P16 | 336 | 2.2 |
| Shipwrights | 55P17 | 68 | 0.5 |
| Woodworking Machine Operators | 55R43 | 55 | 0.4 |
| Compression and/or Injection Molding Machine Operators, Plastics | 55R85 | 44 | 0.3 |
| All Other Bindery Workers | 55T84 | 6 | * |
| All Other Skilled Craft and Kindred Workers | 59001 | 36 | 0.2 |
| All Other Operatives and Semiskilled Workers | 59002 | 320 | 2.1 |
| All Other Laborers and Unskilled Workers | 59003 | 576 | 3.8 |
| CLERICAL OCCUPATIONS | 60000 | 3,891 | 25.9 |
| Computer Operators | 61105 | 32 | 0.2 |
| Keypunch Operators | 61107 | 17 | 0.1 |
| All Other Office Machine Operators | 61199 | 28 | 0.2 |
| Stenographers | 61200 | 116 | 0.8 |

OCCUPATIONAL STAFFING PATTERNS

FEDERAL GOVERNMENT

OCTOBER 1980

| OCCUPATIONAL TITLE | OES CODE | OCTOBER 1980 EMPLOYMENT | PERCENT OF TOTAL EMPLOYMENT |
|---|---|---|---|
| Accounting Clerks | 61301 | 82 | 0.5 |
| Bookkeepers, Hand | 61307 | 11 | 0.1 |
| Claim Adjusters | 61316 | 16 | 0.1 |
| Claims Clerks | 61318 | 43 | 0.3 |
| General Clerks, Office | 61333 | 281 | 1.9 |
| Mail Clerks | 61343 | 48 | 0.3 |
| Payroll and/or Timekeeping Clerks | 61351 | 40 | 0.3 |
| Personnel Clerks | 61352 | 75 | 0.5 |
| Procurement Clerks | 61355 | 21 | 0.1 |
| Secretaries | 61368 | 170 | 1.1 |
| Switchboard Operators | 61376 | 30 | 0.2 |
| Typists | 61392 | 279 | 1.8 |
| Clerical Supervisors, Office or Plant | 61396 | 10 | 0.1 |
| Postal Service Clerks | 61427 | 460 | 3.0 |
| All Other Office Clerical Workers | 61900 | 177 | 1.1 |
| Production Clerks and/or Coordinators | 62003 | 95 | 0.6 |
| Shipping Packers | 62004 | 10 | 0.1 |
| Stock Clerks, Stockroom, Warehouse or Storage Yard | 62008 | 52 | 0.3 |
| Postal Mail Carriers | 62032 | 1,661 | 11.0 |
| All Other Plant Clerical Workers | 62900 | 137 | 0.9 |
| SALES OCCUPATIONS | 70000 | 24 | 0.2 |
| Sales Clerks | 72002 | 24 | 0.2 |

* Less Than 0.05 Percent.

## EMPLOYMENT FOR OCCUPATIONAL GROUPS

FEDERAL GOVERNMENT

1977 AND 1980

NEW HAMPSHIRE

| OCCUPATIONAL GROUP | OCT. 1977 EMPL. | OCT. 1980 EMPL. | NUMERICAL CHANGE | PERCENT CHANGE |
|---|---|---|---|---|
| TOTAL | 13,890 | 15,032 | 1,142 | 8.2 |
| Managers and Officers | 667 | 750 | 83 | 12.4 |
| Professional | 1,643 | 1,870 | 227 | 13.8 |
| Technical | 1,525 | 1,548 | 23 | 1.5 |
| Service | 427 | 436 | 9 | 2.1 |
| Production | 5,679 | 6,513 | 834 | 14.7 |
| Clerical | 3,926 | 3,891 | -35 | -0.9 |
| Sales | 23 | 24 | 1 | 4.3 |

FEDERAL GOVERNMENT

THE FIFTEEN OCCUPATIONS EMPLOYING
THE LARGEST NUMBER OF WORKERS

The fifteen specific occupations listed below by employment size comprise only 14.0 percent of the grand total of 103 specific occupations employing ten or more workers but total over 47 percent of the 15,032 workers employed by the Federal Government in New Hampshire.

| RANK | OCCUPATIONAL TITLE | OES CODE | OCTOBER 1980 EMPLOYMENT | PERCENT OF TOTAL EMPLOYMENT |
|---|---|---|---|---|
| 1 | Postal Mail Carriers | 62032 | 1,661 | 11.0 |
| 2 | Plumbers and/or Pipefitters | 55C30 | 963 | 6.4 |
| 3 | Mechanics, Maintenance | 51043 | 642 | 4.3 |
| 4 | Machine Tool Operators, Combination | 55L01 | 530 | 3.5 |
| 5 | Air Traffic Controllers | 34002 | 491 | 3.3 |
| 6 | Postal Service Clerks | 61427 | 460 | 3.0 |
| 7 | Shipfitters | 55P16 | 336 | 2.2 |
| 8 | Electronic Mechanics | 51077 | 290 | 1.9 |
| 9 | Sheet Metal Workers | 55C81 | 286 | 1.9 |
| | Welders and/or Flamecutters | 55D46 | 286 | 1.9 |
| 10 | General Clerks, Office | 61333 | 281 | 1.9 |
| 11 | Typists | 61392 | 279 | 1.8 |
| 12 | Postmasters/Mail Superintendents | 10050 | 229 | 1.5 |
| 13 | Painters, Maintenance | 55C12 | 225 | 1.5 |
| 14 | Riggers | 55B54 | 202 | 1.3 |

OCCUPATIONAL STAFFING PATTERNS

STATE GOVERNMENT 1/

MAY 1982

| OCCUPATIONAL TITLE | OES CODE | MAY 1982 EMPLOYMENT | PERCENT OF TOTAL EMPLOYMENT |
|---|---|---|---|
| TOTAL ALL OCCUPATIONS | | 10,336 | 100.0 |
| MANAGERS AND OFFICERS | 10000 | 1,402 | 13.6 |
| Public Administration Inspectors, Except Construction | 10001 | 319 | 3.1 |
| Construction Inspectors | 10009 | 16 | 0.2 |
| Chief Executives, General Administrators and Legislators | 10057 | 433 | 4.2 |
| All Other Managers | 19000 | 634 | 6.1 |
| PROFESSIONAL OCCUPATIONS | 20000 | 2,123 | 20.5 |
| Civil Engineers | 21004 | 284 | 2.7 |
| Mechanical Engineers | 21008 | 15 | 0.1 |
| All Other Engineers | 21900 | 49 | 0.5 |
| All Other Mathematical Scientists | 22199 | 8 | 0.1 |
| Chemists | 22201 | 39 | 0.4 |
| All Other Physical Scientists | 22299 | 5 | * |
| Biological Scientists | 22302 | 44 | 0.4 |
| Foresters and Conservation Scientists | 22308 | 20 | 0.2 |
| All Other Life Scientists | 22399 | 42 | 0.4 |
| Economists | 23002 | 31 | 0.3 |
| Psychologists | 23004 | 17 | 0.2 |
| Urban and Regional Planners | 23006 | 56 | 0.6 |
| All Other Social Scientists | 23900 | 72 | 0.7 |
| Systems Analysts, Electronic Data Processing | 24000 | 54 | 0.5 |
| Vocational and Educational Counselors | 25107 | 53 | 0.5 |
| Accountants and Auditors | 25401 | 149 | 1.4 |
| Budget Analysts | 25413 | 14 | 0.1 |
| Caseworkers | 25418 | 429 | 4.2 |
| Employment Interviewers | 25443 | 106 | 1.0 |
| Law Clerks | 25445 | 14 | 0.1 |
| Lawyers | 25446 | 59 | 0.6 |
| Librarians, Professional | 25448 | 30 | 0.3 |
| Nurses, Professional | 25457 | 112 | 1.1 |
| Occupational Therapists | 25458 | 15 | 0.1 |
| Paralegal Personnel | 25462 | 55 | 0.5 |
| Personnel and Labor Relations Specialists | 25465 | 30 | 0.3 |
| Physicians and/or Surgeons | 25469 | 13 | 0.1 |
| Community Organization Workers | 25501 | 56 | 0.6 |
| Judges | 25504 | 30 | 0.3 |
| Tax Examiners, Collectors and/or Revenue Agents | 25507 | 27 | 0.3 |
| Assessors | 25517 | 29 | 0.3 |

1/ Includes employment in all State Government units excluding hospitals and educational activities for the payroll period including May 12, 1982.

OCCUPATIONAL STAFFING PATTERNS

STATE GOVERNMENT

MAY 1982

| OCCUPATIONAL TITLE | OES CODE | MAY 1982 EMPLOYMENT | PERCENT OF TOTAL EMPLOYMENT |
|---|---|---|---|
| All Other Therapists | 25522 | 35 | 0.3 |
| Appraisers, Real Estate | 25527 | 16 | 0.2 |
| Speech Pathologists and/or Audiologists | 25538 | 12 | 0.1 |
| Claims Takers, Unemployment Benefits | 25543 | 23 | 0.2 |
| All Other Professional Workers | 29000 | 80 | 0.8 |
| TECHNICAL OCCUPATIONS | 30000 | 312 | 3.0 |
| Computer Programmers | 31090 | 62 | 0.6 |
| Electrical and Electronic Technicians | 32004 | 13 | 0.1 |
| All Other Engineering Technicians | 32900 | 151 | 1.5 |
| Science Technicians | 33000 | 15 | 0.1 |
| Licensed Practical Nurses | 34013 | 27 | 0.3 |
| Medical and Dental Technicians and Technologists | 35000 | 20 | 0.2 |
| All Other Technicians | 39000 | 24 | 0.2 |
| SERVICE OCCUPATIONS | 40000 | 1,439 | 13.9 |
| Janitors, Porters, and Cleaners | 41000 | 14 | 0.1 |
| Guards and Doorkeepers | 42000 | 78 | 0.8 |
| Cooks, Institution | 43016 | 86 | 0.8 |
| All Other Food Service Workers | 43900 | 19 | 0.2 |
| Supervisors, Nonworking--Service Only | 44014 | 41 | 0.4 |
| Nurses Aides and/or Orderlies | 44025 | 149 | 1.4 |
| Recreation Facility Attendants | 44029 | 107 | 1.0 |
| Forest Conservation Workers | 44059 | 19 | 0.2 |
| Fish and Game Wardens | 44060 | 44 | 0.4 |
| Lifeguard | 44078 | 99 | 1.0 |
| Police and Detective Supervisors | 44501 | 68 | 0.7 |
| Police Patrol Officers | 44503 | 154 | 1.5 |
| Correction Officers and/or Jailers | 44505 | 122 | 1.2 |
| All Other Service Workers | 49000 | 439 | 4.2 |
| PRODUCTION OCCUPATIONS | 50000 | 1,945 | 18.8 |
| Mechanics, Automotive | 51008 | 14 | 0.1 |
| Engineering-Equipment Mechanics | 51034 | 35 | 0.3 |
| Mechanics, Maintenance | 51043 | 91 | 0.9 |
| All Other Mechanics and Repairers | 51900 | 10 | 0.1 |
| Truck Drivers | 54000 | 17 | 0.2 |
| Carpenters | 55A47 | 20 | 0.2 |
| Supervisors, Nonworking | 55B29 | 21 | 0.2 |
| Helpers, Trades | 55B87 | 18 | 0.2 |
| Painters, Maintenance | 55C12 | 20 | 0.2 |
| Press Operators and/or Plate Printers | 55C36 | 22 | 0.2 |
| Stationary Boiler Firers | 55C90 | 33 | 0.3 |
| Welders and/or Flamecutters | 55D46 | 10 | 0.1 |
| Highway Maintenance Workers | 55D75 | 753 | 7.3 |
| Gardeners and Groundskeepers | 55T47 | 56 | 0.5 |

OCCUPATIONAL STAFFING PATTERNS

STATE GOVERNMENT

MAY 1982

| OCCUPATIONAL TITLE | OES CODE | MAY 1982 EMPLOYMENT | PERCENT OF TOTAL EMPLOYMENT |
|---|---|---|---|
| All Other Skilled Craft and Kindred Workers | 59001 | 65 | 0.6 |
| All Other Operatives and Semiskilled Workers | 59002 | 74 | 0.7 |
| All Other Laborers and Unskilled Workers | 59003 | 686 | 6.6 |
| CLERICAL OCCUPATIONS | 60000 | 2,647 | 25.6 |
| Bookkeeping and/or Billing Machine Operators | 61103 | 89 | 0.9 |
| Computer Operators | 61105 | 26 | 0.3 |
| Keypunch Operators | 61107 | 75 | 0.7 |
| Duplicating Machine Operators | 61199 | 11 | 0.1 |
| Stenographers | 61200 | 419 | 4.1 |
| Accounting Clerks | 61301 | 314 | 3.0 |
| Cashiers | 61314 | 253 | 2.5 |
| File Clerks | 61330 | 179 | 1.7 |
| General Clerks, Office | 61333 | 104 | 1.0 |
| Personnel Clerks | 61352 | 10 | 0.1 |
| Procurement Clerks | 61355 | 11 | 0.1 |
| Secretaries | 61368 | 36 | 0.3 |
| Statistical Clerks | 61374 | 37 | 0.3 |
| Typists | 61392 | 355 | 3.4 |
| Clerical Supervisors, Office or Plant | 61396 | 206 | 2.0 |
| Eligibility Workers, Welfare | 61401 | 170 | 1.7 |
| All Other Office Clerical Workers | 61900 | 245 | 2.4 |
| Stock Clerks, Stockroom, Warehouse or Storgage Yard | 62008 | 50 | 0.5 |
| Dispatchers, Vehicle, Service or Work | 62018 | 10 | 0.1 |
| Dispatchers, Police, Fire and Ambulance | 62025 | 42 | 0.4 |
| All Other Plant Clerical Workers | 62900 | 5 | * |
| SALES OCCUPATIONS | 70000 | 468 | 4.5 |
| Sales Representatives, Sales Agents and/or Sales Associates | 71000 | 12 | 0.1 |
| Sales Clerks | 72002 | 456 | 4.4 |

* Less Than 0.05 Percent

## STATE GOVERNMENT

## THE FIFTEEN OCCUPATIONS EMPLOYING

## THE LARGEST NUMBER OF WORKERS

The fifteen specific occupations listed below by employment size comprise only 18.1 percent of the grand total of 83 specific occupations employing ten or more workers but total over 48.0 percent of the 10,336 workers employed by the State Government in New Hampshire excluding hospitals and educational activities.

| RANK | OCCUPATIONAL TITLE | OES CODE | MAY 1982 EMPLOYMENT | PERCENT OF TOTAL EMPLOYMENT |
|---|---|---|---|---|
| 1 | Highway-Maintenance Workers | 55D75 | 753 | 7.3 |
| 2 | Sales Clerks | 72002 | 456 | 4.4 |
| 3 | Chief Executives, General Administrators and Legislators | 10057 | 433 | 4.2 |
| 4 | Caseworkers | 25418 | 429 | 4.2 |
| 5 | Stenographers | 61200 | 419 | 4.1 |
| 6 | Typists | 61392 | 355 | 3.4 |
| 7 | Public Administration Inspectors, Except Construction | 10001 | 319 | 3.1 |
| 8 | Accounting Clerks | 61301 | 314 | 3.0 |
| 9 | Civil Engineers | 21004 | 284 | 2.7 |
| 10 | Psychiatric Aide | 49000 | 272 | 2.6 |
| 11 | Cashiers | 61314 | 253 | 2.4 |
| 12 | Clerical Supervisors, Office or Plant | 61396 | 206 | 2.0 |
| 13 | File Clerks | 61330 | 179 | 1.7 |
| 14 | Eligibility Workers, Welfare | 61401 | 170 | 1.6 |
| 15 | Police Patrol Officers | 44503 | 154 | 1.5 |

EMPLOYMENT FOR OCCUPATIONAL GROUPS

STATE GOVERNMENT **

1979 AND 1982

NEW HAMPSHIRE

| OCCUPATIONAL GROUP | MAY 1979 EMPL. | MAY 1982 EMPL. | NUMERICAL CHANGE | PERCENT CHANGE |
|---|---|---|---|---|
| TOTAL | 10,298 | 10,336 | 38 | 0.4 |
| Managers and Officers | 1,354 | 1,402 | 48 | 3.5 |
| Professional | 2,072 | 2,123 | 51 | 2.5 |
| Technical | 358 | 312 | -46 | -12.8 |
| Service | 1,477 | 1,439 | -38 | 2.6 |
| Production | 1,926 | 1,945 | 19 | 1.0 |
| Clerical | 2,677 | 2,647 | -30 | -1.1 |
| Sales | 434 | 468 | 34 | 7.8 |

** Includes employment in all State Government units excluding hospitals and educational activities for the payroll period including May 12, 1979 and May 12, 1982.

## DISTRIBUTION OF STATE EMPLOYEES BY COUNTY*

Data in the distribution below does not include permanent-temporary classified employees; or temporary, seasonal and part-time classified employees.

| COUNTY | NUMBER OF EMPLOYEES | PERCENT OF TOTAL |
|---|---|---|
| Belknap | 1,148 | 15.9 |
| Carroll | 65 | 0.9 |
| Cheshire | 206 | 2.9 |
| Coos | 261 | 3.6 |
| Grafton | 303 | 4.2 |
| Hillsborough | 512 | 7.1 |
| Merrimack | 4,263 | 59.1 |
| Rockingham | 274 | 3.8 |
| Strafford | 111 | 1.5 |
| Sullivan | 73 | 1.0 |
| Total | 7,216 | 100.0 |

* New Hampshire Department of Personnel-Geographic Work Locations Of State Employees, excluding Technical Institutes and N.H. State Hospitals as of 12/06/82.

## STATE GOVERNMENT

Estimates covering the following occupations were not shown separately because of fewer than (10) employees or a relative error greater than 50 percent. They were however included in the appropriate "All" or "All Other" category.

Architect
Cement Mason
Court Clerk
Dietitian and/or Nutritionist
Drafter
Electrician
Electrical and Electronic Engineer
Emergency Medical Technician
Group Recreation Worker
Heavy Equipment Operator
Instrument Repairer
Landscape Architect
Library Assistant
License Clerk
Machinist
Physical Therapist
Plumber and/or Pipefitter
Production Clerk and/or Coordinator
Public Relations Practitioner
Purchasing Agent and/or Buyer
Radio Operator
Receptionist
Shipping and/or Receiving Clerk
Surveyor
Switchboard Operator
Technical Assistant, Library
Traffic Engineer
Veterinarian
Welfare Investigator
Writer and/or Editor

STAFFING PATTERNS

LOCAL GOVERNMENT**

COUNTIES, CITIES, AND TOWNS IN NEW HAMPSHIRE

| OCCUPATIONAL TITLE | OES CODE | MAY 1982 EST. EMPL. 1/ | PERCENT OF TOTAL | RELATIVE ERROR 2/ | RANGE HIGH | RANGE LOW | PERCENT OF UNITS REPORTING |
|---|---|---|---|---|---|---|---|
| TOTAL ALL OCCUPATIONS | | 13,069 | 100.0 | | | | |
| MANAGERS AND OFFICERS | 10000 | 1,116 | 8.5 | | | | |
| Public Administration Inspectors, Except Construction | 10001 | 32 | 0.2 | 26 | 40 | 24 | 20.0 |
| Construction Inspectors | 10009 | 89 | 0.7 | 15 | 102 | 76 | 45.5 |
| Chief Executives, General Administrators and Legislators | 10057 | 483 | 3.7 | 16 | 563 | 403 | 76.4 |
| All Other Managers | 19000 | 512 | 3.9 | NA | - | - | NA |
| PROFESSIONAL OCCUPATIONS | 20000 | 1,284 | 10.0 | | | | |
| Civil Engineers | 21004 | 52 | 0.4 | 17 | 61 | 43 | 32.7 |
| All Physical Scientists | 22200 | 8 | 0.1 | NA | - | - | NA |
| All Life Scientists | 22300 | 6 | 0.1 | NA | - | - | NA |
| All Other Social Scientists | 23900 | 83 | 0.6 | NA | - | - | NA |
| Purchasing Agents and/or Buyers | 25300 | 20 | 0.2 | 10 | 22 | 18 | 18.2 |
| Accountants and Auditors | 25401 | 90 | 0.7 | 29 | 117 | 63 | 34.5 |
| Caseworkers | 25418 | 70 | 0.5 | 13 | 79 | 61 | 25.5 |
| Lawyers | 25446 | 55 | 0.4 | 19 | 65 | 45 | 23.6 |
| Librarians, Professional | 25448 | 189 | 1.4 | 48 | 279 | 99 | 63.6 |
| Nurses, Professional | 25457 | 287 | 2.2 | 18 | 339 | 235 | 20.0 |
| Physical Therapists | 25468 | 19 | 0.2 | 30 | 25 | 13 | 12.7 |
| Physicians and/or Surgeons | 25469 | 11 | 0.1 | 27 | 14 | 8 | 7.3 |
| Welfare Investigators | 25503 | 24 | 0.2 | 38 | 33 | 15 | 27.3 |
| Judges | 25504 | 45 | 0.3 | 19 | 54 | 36 | 32.7 |
| Tax Examiners, Collectors, and/or Revenue Agents | 25507 | 111 | 0.9 | 23 | 136 | 86 | 69.1 |
| Assessors | 25517 | 67 | 0.5 | 32 | 89 | 45 | 36.4 |
| All Other Therapists | 25522 | 12 | 0.1 | NA | - | - | NA |
| Group Recreation Workers | 25535 | 48 | 0.4 | 24 | 60 | 36 | 30.9 |
| All Other Professional Workers | 29000 | 87 | 0.7 | NA | - | - | NA |

| OCCUPATIONAL TITLE | OES CODE | MAY 1982 EST. EMPL. | PERCENT OF TOTAL | RELATIVE ERROR | RANGE HIGH | RANGE LOW | PERCENT OF UNITS REPORTING |
|---|---|---|---|---|---|---|---|
| TECHNICAL OCCUPATIONS | 30000 | 447 | 3.3 | | | | |
| All Other Engineering Technicians | 32900 | 52 | 0.4 | NA | - | - | NA |
| Licensed Practical Nurses | 34013 | 148 | 1.1 | 21 | 180 | 116 | 16.4 |
| Technical Assistants, Library | 34029 | 110 | 0.8 | 23 | 136 | 84 | 20.0 |
| Emergency Medical Technicians | 35013 | 107 | 0.8 | | 149 | 65 | 10.9 |
| All Other Technicians | 39000 | 30 | 0.2 | NA | - | - | NA |
| SERVICE OCCUPATIONS | 40000 | 6,078 | 46.5 | | | | |
| Janitors, Porters, and Cleaners | 41000 | 467 | 3.6 | 12 | 523 | 411 | 72.7 |
| Guards and Doorkeepers | 42000 | 26 | 0.2 | 43 | 37 | 15 | 9.1 |
| Kitchen Helpers | 43007 | 86 | 0.7 | 32 | 114 | 58 | 12.7 |
| Cooks, Institution | 43016 | 68 | 0.5 | 28 | 87 | 49 | 18.2 |
| All Other Food Service Workers | 43900 | 134 | 1.0 | NA | - | - | NA |
| Supervisors, Nonworking--Service Only | 44014 | 17 | 0.1 | 37 | 23 | 11 | 10.9 |
| Nurses Aides and/or Orderlies | 44025 | 942 | 7.2 | 23 | 1,156 | 728 | 12.7 |
| Recreation Facility Attendants | 44029 | 98 | 0.8 | 38 | 135 | 61 | 23.6 |
| School Crossing Guards | 44062 | 181 | 1.4 | 18 | 213 | 149 | 30.9 |
| Lifeguards | 44078 | 62 | 0.5 | 29 | 80 | 44 | 14.5 |
| Police and Detective Supervisors | 44501 | 300 | 2.3 | 13 | 338 | 262 | 70.9 |
| Detectives, Police | 44502 | 44 | 0.3 | 23 | 54 | 34 | 32.7 |
| Police Patrol Officers | 44503 | 1,197 | 9.2 | 13 | 1,348 | 1,046 | 78.2 |
| Parking Enforcement Officers | 44504 | 31 | 0.2 | 24 | 38 | 24 | 16.4 |
| Correction Officers and/or Jailers | 44505 | 329 | 2.5 | 27 | 417 | 241 | 16.4 |
| Sheriffs | 44506 | 62 | 0.5 | 22 | 76 | 48 | 14.5 |
| Bailiffs | 44507 | 43 | 0.3 | 29 | 55 | 31 | 10.9 |
| Fire Fighters | 44552 | 1,483 | 11.3 | 15 | 1,699 | 1,267 | 52.7 |
| Fire Fighting and Prevention Supervisors | 44553 | 190 | 1.5 | 16 | 221 | 159 | 43.6 |
| All Other Service Workers | 49000 | 318 | 2.4 | NA | - | - | NA |
| PRODUCTION OCCUPATIONS | 50000 | 2,089 | 16.1 | | | | |
| Mechanics, Automotive | 51008 | 40 | 0.3 | 16 | 47 | 33 | 23.6 |
| Treatment Plant Mechanics | 51058 | 14 | 0.1 | 31 | 18 | 10 | 5.5 |
| All Other Mechanics and Repairers | 51900 | 39 | 0.3 | NA | - | - | NA |
| Truck Drivers | 54000 | 230 | 1.8 | 18 | 271 | 189 | 29.1 |
| Carpenters | 55A47 | 12 | 0.1 | 23 | 15 | 9 | 10.9 |
| Electricians | 55B12 | 14 | 0.1 | 14 | 16 | 12 | 10.9 |
| Supervisors, Nonworking | 55B29 | 41 | 0.3 | 19 | 49 | 33 | 14.5 |
| Heavy Equipment Operators | 55B52 | 135 | 1.0 | 20 | 162 | 108 | 49.1 |
| Maintenance Repairers, General Utility | 55B86 | 33 | 0.3 | 32 | 43 | 23 | 18.2 |
| Painters, Maintenance | 55C12 | 13 | 0.1 | 29 | 17 | 9 | 7.3 |
| Refuse Collectors | 55C51 | 111 | 0.9 | 25 | 138 | 84 | 16.4 |
| Sewage Plant Operators | 55C71 | 79 | 0.6 | 20 | 95 | 63 | 34.5 |

| OCCUPATIONAL TITLE | OES CODE | MAY 1982 EST. EMPL. | PERCENT OF TOTAL | RELATIVE ERROR | RANGE HIGH | RANGE LOW | PERCENT OF UNITS REPORTING |
|---|---|---|---|---|---|---|---|
| Water Treatment Plant Operators | 55D43 | 17 | 0.1 | 32 | 22 | 12 | 12.7 |
| Pump Station Operators | 55D44 | 14 | 0.1 | 35 | 19 | 9 | 9.1 |
| Highway Maintenance Workers | 55D75 | 603 | 4.6 | 19 | 720 | 486 | 63.6 |
| Gardeners and Groundskeepers | 55T47 | 248 | 1.9 | 29 | 320 | 176 | 29.1 |
| Ambulance Drivers and/or Attendants | 55V06 | 73 | 0.6 | 43 | 104 | 27 | 9.1 |
| All Other Skilled Craft and Kindred Workers | 59001 | 77 | 0.6 | NA | - | - | NA |
| All Other Operatives and Semiskilled Workers | 59002 | 51 | 0.4 | NA | - | - | NA |
| All Other Laborers and Unskilled Workers | 59003 | 245 | 1.9 | NA | - | - | NA |
| CLERICAL OCCUPATIONS | 60000 | 2,055 | 15.6 | | | | |
| Computer Operators | 61105 | 15 | 0.1 | 21 | 18 | 12 | 16.4 |
| All Other Office Machine Operators | 61199 | 10 | 0.1 | NA | - | - | NA |
| Accounting Clerks | 61301 | 89 | 0.7 | 37 | 122 | 56 | 38.2 |
| Bookkeepers, Hand | 61307 | 81 | 0.6 | 31 | 106 | 56 | 47.3 |
| File Clerks | 61330 | 27 | 0.2 | 28 | 34 | 20 | 23.6 |
| General Clerks, Office | 61333 | 118 | 0.9 | 29 | 152 | 84 | 30.9 |
| Library Assistants | 61339 | 253 | 1.9 | 18 | 297 | 209 | 50.9 |
| Payroll and/or Timekeeping Clerks | 61351 | 29 | 0.2 | 18 | 34 | 24 | 29.1 |
| Receptionists | 61361 | 20 | 0.2 | 37 | 27 | 13 | 10.9 |
| Secretaries | 61368 | 314 | 2.4 | 15 | 361 | 267 | 74.5 |
| Switchboard Operator/ Receptionists | 61377 | 16 | 0.1 | 39 | 22 | 10 | 10.9 |
| Typists | 61392 | 189 | 1.4 | 18 | 223 | 155 | 40.0 |
| Eligibility Workers | 61401 | 13 | 0.1 | 20 | 16 | 10 | 10.9 |
| Court Clerks | 61425 | 132 | 1.0 | 23 | 163 | 101 | 43.6 |
| Town Clerks | 61426 | 146 | 1.1 | 20 | 175 | 117 | 72.7 |
| License Clerks | 61436 | 40 | 0.3 | 43 | 57 | 23 | 10.9 |
| All Other Office Clerical Workers | 61900 | 91 | 0.7 | NA | - | - | NA |
| Meter Readers, Utilities | 62002 | 23 | 0.2 | 35 | 31 | 15 | 14.5 |
| Stock Clerks, Stockroom, Warehouse or Storage Yard | 62008 | 14 | 0.1 | 18 | 16 | 12 | 12.7 |
| Dispatchers, Police, Fire and Ambulance | 62025 | 422 | 3.2 | 43 | 601 | 243 | 60.0 |
| All Other Plant Clerical Workers | 62900 | 13 | 0.1 | NA | - | - | NA |

* Less Than 0.05 Percent

** Includes employment in all local government units excluding hospitals and educational activities for the payroll period including May 12, 1982.

## LOCAL GOVERNMENT

## THE FIFTEEN OCCUPATIONS EMPLOYING

## THE LARGEST NUMBER OF WORKERS

The fifteen specific occupations listed below by employment size comprise less than 20 percent of the grand total of 76 specific occupations employing ten or more workers but total over 58 percent of the 13,069 workers employed by Local Government in New Hampshire excluding hospitals and educational activities.

| RANK | OCCUPATIONAL TITLE | OES CODE | MAY 1982 EMPLOYMENT | PERCENT OF TOTAL EMPLOYMENT |
|---|---|---|---|---|
| 1 | Fire Fighters | 44552 | 1,483 | 11.3 |
| 2 | Police Patrol Officers | 44503 | 1,197 | 9.2 |
| 3 | Nurses Aides/Orderlies | 44025 | 942 | 7.2 |
| 4 | Highway Maintenance Workers | 55D75 | 603 | 4.6 |
| 5 | Chief Executives, General Administrators and Legislators | 10057 | 483 | 3.7 |
| 6 | Janitors, Porters and Cleaners | 41000 | 467 | 3.6 |
| 7 | Dispatchers, Police, Fire and Ambulance | 62025 | 422 | 3.2 |
| 8 | Correction Officers/Jailers | 44505 | 329 | 2.5 |
| 9 | Secretaries | 61368 | 314 | 2.4 |
| 10 | Police and Detective Supervisors | 44501 | 300 | 2.3 |
| 11 | Nurses, Professional | 25457 | 287 | 2.2 |
| 12 | Library Assistants | 61339 | 253 | 1.9 |
| 13 | Truck Drivers | 54000 | 230 | 1.8 |
| 14 | Librarians, Professional | 25448 | 189 | 1.4 |
|  | Typists | 61392 | 189 | 1.4 |

### DISTRIBUTION OF LOCAL GOVERNMENT EMPLOYEES BY COUNTY

| COUNTY | NUMBER OF EMPLOYEES | PERCENT OF TOTAL |
|---|---|---|
| Belknap | 654 | 5.0 |
| Carroll | 601 | 4.6 |
| Cheshire | 1,189 | 9.1 |
| Coos | 640 | 4.9 |
| Grafton | 1,150 | 8.8 |
| Hillsborough | 3,646 | 27.9 |
| Merrimack | 1,634 | 12.5 |
| Rockingham | 1,960 | 15.0 |
| Strafford | 1,072 | 8.2 |
| Sullivan | 523 | 4.0 |
| TOTAL | 13,069 | 100.0 |

EMPLOYMENT ESTIMATES FOR OCCUPATIONAL GROUPS

LOCAL GOVERNMENT ***

1979 AND 1982

NEW HAMPSHIRE

| OCCUPATIONAL GROUP | MARCH 1979 EST. EMPL. | MAY 1982 EST. EMPL. | NUMERICAL CHANGE | PERCENT CHANGE |
|---|---|---|---|---|
| TOTAL | 14,055 | 13,069 | -986 | -7.0 |
| Managers and Officers | 1,580 | 1,116 | -464 | -29.4 |
| Professional | 1,270 | 1,284 | 14 | 1.1 |
| Technical | 301 | 447 | 146 | 48.5 |
| Service | 6,635 | 6,078 | -557 | -8.4 |
| Production | 2,356 | 2,089 | -267 | -11.3 |
| Clerical | 1,913 | 2,055 | 142 | 7.4 |

*** Includes employment in all government units excluding hospitals and educational activities for the payroll period including May 12, 1982.

PERCENT DISTRIBUTION OF
MAJOR OCCUPATIONAL GROUPS

LOCAL GOVERNMENT

THE FIVE MOST FREQUENTLY REPORTED OCCUPATIONS

LISTED BY ORDER OF RANK

| RANK | OES CODE | OCCUPATIONAL TITLE | PERCENT OF UNITS REPORTING |
|---|---|---|---|
| 1 | 44503 | Police Patrol Officers | 78.2 |
| 2 | 10057 | Chief Executives, General Administrators | 76.4 |
| 3 | 61368 | Secretaries | 74.5 |
| 4 | 61426 | Town Clerks | 72.7 |
| | 41000 | Janitors, Porters, and Cleaners | 72.7 |

LOCAL GOVERNMENT

COUNTIES, CITIES, AND TOWNS IN NEW HAMPSHIRE

Estimates covering the following occupations were not shown separately because of fewer than ten (10) employees or a relative error greater than 50 percent. They were however included in the appropriate "All" or "All Other" category.

Animal Caretakers
Appraisers
Appraisers,Real Estate
Bookkeepers/Billing Machine Operators
Budget Analysts
Bus Drivers
Bus Drivers, School
Cashiers
Cement Masons
Chemists
Child-Care Workers
Civil Engineering Technicians
Claims Takers, Unemployment
Clerical Supervisors
Community Organization Workers
Computer Programmers
Curators, Museum
Delivery and Route Workers
Dietitions/Nutritionists
Diesel Mechanics
Dispatchers, Vehicle, Service
Drafters
Economists
Electrical and Electronic Technicians
Employment Interviewers
Engineering Equipment Mechanics
Fire Inspectors
Foresters and Conservation Scientists
Helpers, Trades
Industrial Truck Operators
Keypunch Operators
Law Clerks
Magistrates
Manual-Arts, Music/Recreational Therapists
Mechanics, Maintenance
Occupational Therapists
Paralegal Personnel
Personnel and Labor Relations Specialists
Personnel Clerks
Pipelayers
Photographers
Physician's Assistants
Plumbers/Pipefitters
Procurement Clerks
Production Clerks/Coordinators
Psychologists
Radio Operators
Science Technicians
Social Service Aides
Statistical Clerks
Stationary Engineers
Stenographers
Surveyor Helpers
Surveyors
Switchboard Operators
Systems Analysts, Electronic Data Processing
Teachers/Instructors, Vocational Education or Training
Traffic Technicians
Urban and Regional Planners
Vocational and Educational Counselors
Water Meter Installers
Weighers, Recordkeeping

TECHNICAL DATA

AND

APPENDIX

## METHODOLOGY

### Federal Government

Data provided by the Bureau of Labor Statistics, United States Department of Labor, included permanent and temporary full-time and part-time employees on the Federal payroll as of October 1980. Since the data herein was a total count, figures were not rounded and there was no relative sampling error.

### State Government

The State Department of Personnel provided a complete printout of permanent and temporary, full-time and part-time, classified and unclassified positions to the Department of Employment Security. The data covered employment reported as of May 1982 and excluded workers employed in hospitals, elementary and secondary schools, vocational-technical schools and institutes, junior colleges, colleges, and universities.

There was neither a relative error nor rounding of figures since the data was a total count rather than an estimate based upon a sample.

### Local Government

Local government employment estimates were based on data furnished by responses to a survey conducted by the New Hampshire Department of Employment Security. The survey covered the payroll period including May 12, 1982. The survey universe was based upon the 1981 ES-202 employment listing.

Since local government employment was an estimate because of nonresponse to the survey, data was rounded and compiled on a relative sampling error of 50 percent. Any specific occupation with a relative error greater than 50 percent, or with fewer than 10 employees, was not published but was assigned to a residual or occupational grouping. For example, the residual "all other Social Scientists" (OES Code 23900) included two specific occupations with no more than one worker each. Within that same residual, one occupation was also unpublishable because of a relative error of 83.3 percent.

Relative error, as used in this publication, indicates the true possible range of the published data. For example, nonworking service supervisors (OES Code 44014) lists an estimated total of 17 workers with a relative error of 37 percent. This means that an actual count of all (the universe) workers in this code group would not differ from the estimate by more than 6 or an estimated high of 23 or low of 11. The error was computed for specific occupations only and not for residual categories such as "All Other Engineers" or occupational groups such as "All Physical Scientists". Relative error pertains to an actual estimate of specific occupations only. In like manner, the percentage of units reporting could only be calculated for specific occupations rather than residual or groups of occupations.

## APPENDIX

All OES surveys provide for the allocation of occupations reported into seven major categories. Specifically these occupational categories are as follows:

10000 Managers and Officers:

Includes persons concerned with managerial functions common to many types of organization as well as occupations which require a knowledge of the management and operations of the given organizations. Typical examples are: Corporate Officers; Plant Managers; Branch Managers; District Managers; Production Superintendents; General Superintendents; and Managers of such departments as budget, purchasing, sales and distribution, advertising, public relations, personnel and training, etc.

20000 Professional Occupations:

Includes persons concerned with the theoretical or practical aspects of such fields as science, engineering, technical work, art, education, medicine, law and business relations. Most of these occupations require substantial educational preparation, usually at the university level. Typical examples are: Architects; Engineers (including Sales Engineers); Metallurgists; Physicists; Mathematicians; Statisticians; Biologists; Economists; Accountants and Auditors; Purchasing Agents; Public Relations Practitioner; Personnel and Training Specialists (other than department managers); Lawyers; Physicians and Surgeons; Registered Nurses; Editors and Writers.

30000 Technical Occupations:

Includes all persons actually engaged in technical work utilizing theoretical knowledge of fundamental scientific, engineering, mathematical, computer programming or draft design principles comparable to those acquired through study at technical institutes, junior colleges or other formal post high school training less extensive than a four year college course, or through equivalent on-the-job training or experience.

40000 Service Occupations

Includes those workers in occupations concerned with the performance of services for persons that require either direct contact or close association with the individual; occupations concerned with the protection of individuals or of public or private property; occupations concerned with preparing and serving food and beverages; and occupations related to the cleaning of the interior and equipment of buildings, offices, stores, and similar places.

50000 Production Occupations:

Includes all skilled, semiskilled, and unskilled workers performing machine and manual tasks involving maintenance, construction, repair material handling and production.

60000 Clerical Occupations:

Includes clerical personnel whose work involves preparing, transcribing, transferring, systematizing and preserving communications and records; collating accounts; distributing information. Also includes clerical workers involved in planning, coordinating or expediting production and the flow of work and workers involved in the clerical aspects of receiving, storing, issuing or shipping of materials, merchandise, supplies, or equipment.

70000 Sales Occupations:

Includes persons concerned wholly or primarily with selling when knowledge of the goods or services sold is required. Excludes Sales Engineers (see Professional and Technical Workers) and Cashiers (see Clerical Workers).

Explanation of Footnotes:

1/ Employment estimate represents covered employment adjusted for additional current information. Because of data not published, occupations may not add up to total. Data entries were not rounded in order to preserve their analytic value. However, they should not be construed as being absolute but rather as relative values.

2/ Relative errors apply equally to estimated employment and the percent distribution. Please refer to technical notes for an explanation of relative error.

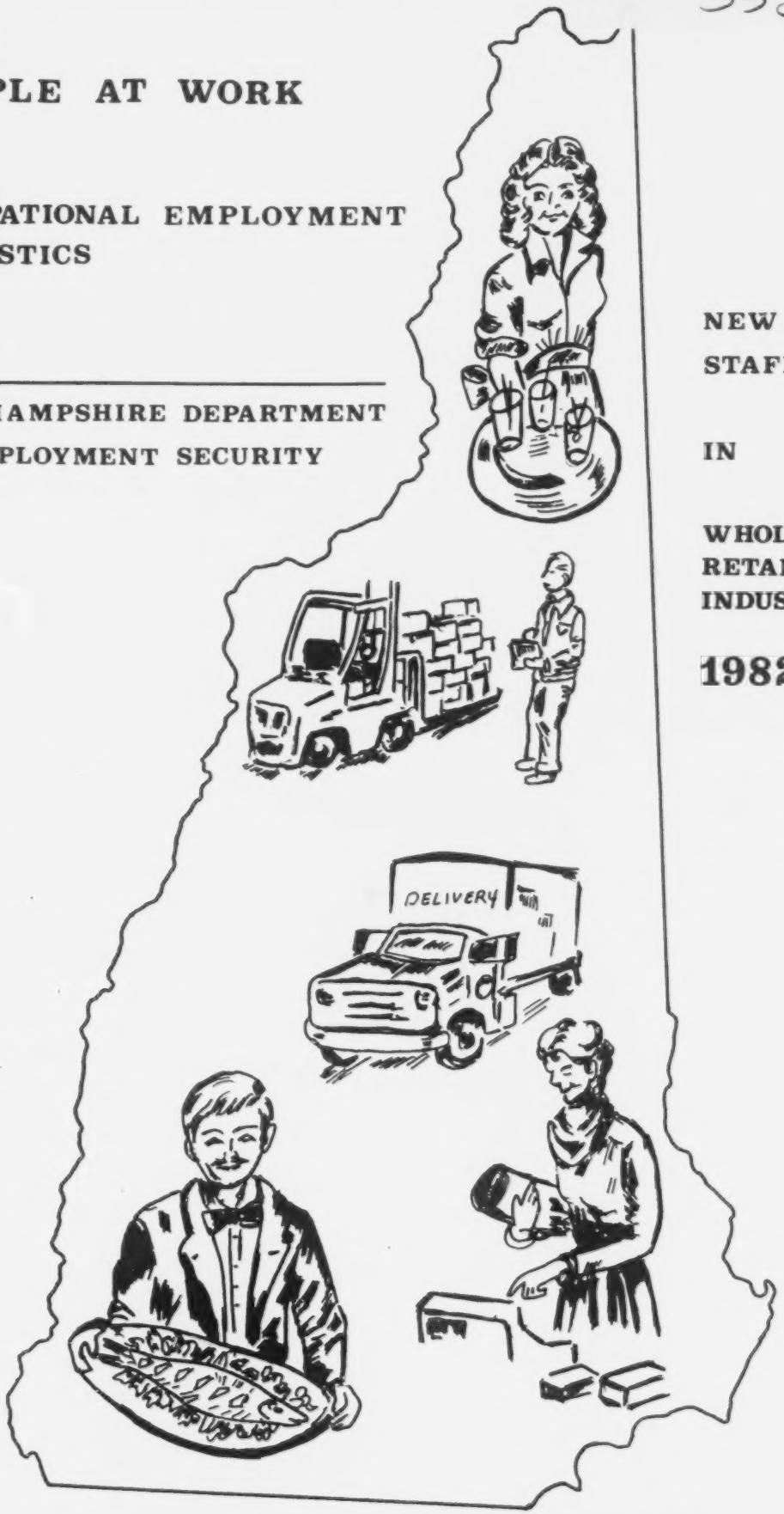
N.A. Not Applicable

3/12/84 55205-2.8(4)

# PEOPLE AT WORK

## OCCUPATIONAL EMPLOYMENT STATISTICS

NEW HAMPSHIRE DEPARTMENT
OF EMPLOYMENT SECURITY




## NEW HAMPSHIRE STAFFING PATTERNS

## IN

## WHOLESALE AND RETAIL TRADE INDUSTRIES

## 1982

# NEW HAMPSHIRE STAFFING PATTERNS

# IN

# WHOLESALE AND RETAIL TRADE

# INDUSTRIES

# 1982

An Occupational Employment Statistics Survey

Conducted By The

Economic Analysis and Reports Section

NEW HAMPSHIRE DEPARTMENT OF EMPLOYMENT SECURITY

In Cooperation With The

U.S. BUREAU OF LABOR STATISTICS

AND THE

EMPLOYMENT AND TRAINING ADMINISTRATION

Using A Grant From The

NEW HAMPSHIRE STATE OCCUPATIONAL INFORMATION COORDINATING COMMITTEE

Published October 1983

Wesley S. Noyes, Jr., Supervisor

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## PREFACE

Our sincere appreciation is extended to those employers who participated in this survey. Without their support, this publication would not have been possible. In particular, we wish to thank Donald W. Roberge, Executive Director of the New Hampshire SOICC for his support and cooperation.

We would also like to express our thanks to the United States Department of Labor, both at the regional level in Boston, Mass. and the national level in Washington, D.C., for their help in the Federal-State Cooperative effort.

This report was prepared by the New Hampshire Occupational Employment Statistics (OES) Program staff: William Halm, with programming and data processing support provided by April Limber.

Your comments and suggestions as well as requests for more information are most welcome. We may be reached at the following address:

Department of Employment Security
Occupational Employment Statistics Unit
32 South Main Street
Concord, New Hampshire 03301

Phone (603) 224-3311, Extension 229

# INTRODUCTION

The United States Department of Labor initiated the OES program in mid-1971 to meet the increasing demand for current occupational data. The program is based upon the collection of employment data by mail sampling selected sectors of the economy on a recurring three year cycle.

Publications of the first and second cycles include: Government (1974, 1977 and 1979); Trade (1976 and 1979); Manufacturing (1977 and 1980), Construction, Insurance, Finance, Real Estate and Services (1978); Educational Services (1978), Regulated Industries (1976 and 1979) and Hospitals (1980).

Between June and December 1982, the New Hampshire Department of Employment Security conducted an occupational employment survey of the wholesale and retail trade industries by means of a questionnaire. This report is the first in the third survey cycle and was compiled from usable returns from the original mailing plus one follow up.

As used in this report, Standard Industrial Classification (SIC) defines industries according to composition and structure and spans the entire field of economic activities. Industrially classified statistics are used not only to show how industries have performed over past years but to indicate emerging and rapidly growing industries. The data obtained from these surveys is being used as input to update the OES Industry/Occupation Matrix. It, in turn, provides the base for projecting the non-farm sector or any industry subdivision thereof.

The goal of the OES Program is to direct training programs to meet both current and long-range personnel needs. To that end, it is an invaluable tool enabling employers, educational planners, manpower analysts, economists and other users to intelligently deal with inequities in the supply and demand of workers in specific occupations on the local, state or national level. Some industries could not be published since there were insufficient usable returns and the information could be misleading or publication would jeopardize the confidentiality of data provided by some of the firms reporting.

Summary

Occupational Employment

Wholesale and Retail Trade

(SIC 50-59)

The estimated number of wage and salary workers in the Wholesale and Retail Trade industries during the survey month of June 1982 was 90,529. Compared to a similar survey in 1979, employment in Wholesale and Retail Trade grew by 4,144 workers or about 5 percent. Retail Trade which added 3,047 new workers outpaced Wholesale Trade which only grew by 1,097 workers. The growth rates for Retail and Wholesale Trade were 4 and 7 percent respectively.

Industry 581 (Eating and Drinking Places), the largest industry within this group added on 1,095 workers or 5 percent. Almost 91 percent of all Service Workers in Trade are in Eating and Drinking Places. Most of these are Waiters or Waitresses, Fast Food Restaurant Food Preparation workers and Kitchen Helpers.

Table 1 shows the total employment in Wholesale and Retail Trade as broken out into major occupational categories. Over 87 percent of the employment is divided fairly evenly among 4 major occupational groups - Production, Service, Clerical and Sales. Some of the significant occupations in these groups are, respectively,Stock Clerks, Sales; Waiters/Waitresses; Cashiers; and Sales Clerks.

Our sample consisted of 1,873 units representing an employment of 45,068. Usable responses were received from 1,340 units or 72 percent of the units sampled. The reported employment was 32,713.

TABLE 1

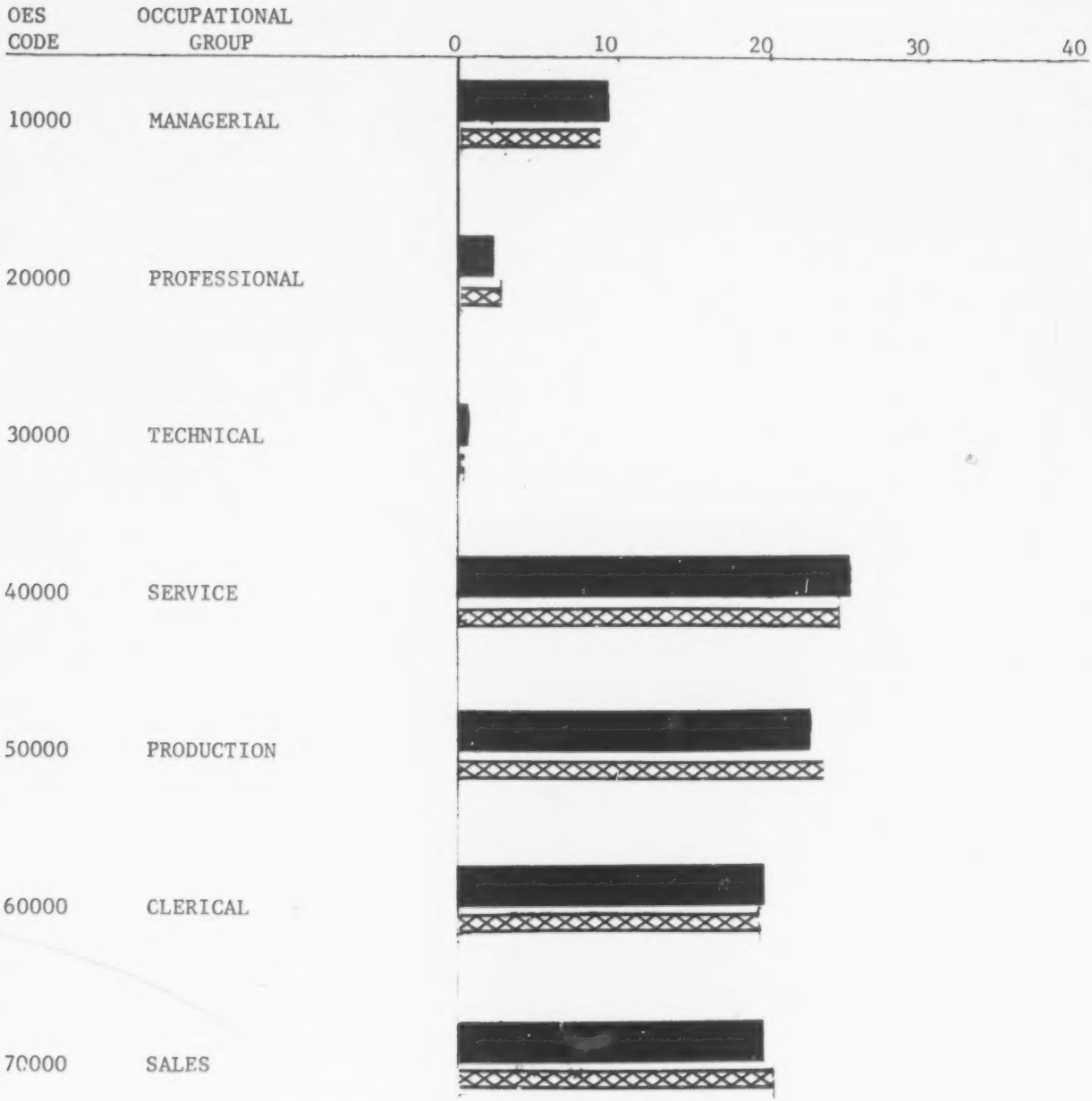
STAFFING PATTERNS - TRADE INDUSTRIES

BY MAJOR OCCUPATION GROUP

| SIC CODE | INDUSTRY CODE | JUNE 1982 ESTIMATED EMPLOYMENT 1/ | PERCENT MANAGERIAL 10000 | PROFESSIONAL 20000 | TECHNICAL 30000 | SERVICE 40000 | PRODUCTION 50000 | CLERICAL 60000 | SALES 70000 |
|---|---|---|---|---|---|---|---|---|---|
| 50 | WHOLESALE TRADE (Durable Goods) | 9,530 | 10.7 | 4.0 | 3.5 | 0.6 | 29.7 | 26.5 | 25.0 |
| 501 | Motor Vehicles & Automotive Parts & Supplies | 1,919 | 12.3 | 2.0 | * | 0.8 | 28.7 | 26.5 | 29.7 |
| 506 | Electrical Goods | 959 | 10.4 | 5.4 | 5.9 | * | 9.9 | 27.4 | 40.9 |
| 508 | Machinery, Equipment, and Supplies | 3,821 | 9.7 | 4.9 | 7.0 | 0.8 | 30.2 | 23.7 | 23.7 |
| 51 | WHOLESALE TRADE (Nondurable Goods) | 6,547 | 11.0 | 2.7 | 0.8 | 3.0 | 35.1 | 22.2 | 25.2 |
| 514 | Groceries and Related Products | 2,557 | 10.3 | 3.2 | * | 5.8 | 44.4 | 14.4 | 21.9 |
| 519 | Miscellaneous Nondurable Goods | 1,204 | 11.7 | 2.6 | * | * | 27.7 | 37.0 | 20.6 |
| 52 | RETAIL TRADE (Building Materials, Hardware, Garden Supply, and Mobile Home Dealers) | 3,634 | 16.9 | 2.2 | * | 0.7 | 31.7 | 18.7 | 29.6 |
| 521 | Lumber and Other Building Material Dealers | 1,735 | 15.4 | 2.1 | * | 0.6 | 33.3 | 21.8 | 26.3 |
| 525 | Hardware Stores | 978 | 18.6 | 4.2 | * | 1.5 | 14.0 | 14.3 | 47.3 |
| 53 | RETAIL TRADE (General Merchandise Stores) | 7,741 | 9.2 | 1.5 | * | 4.8 | 18.9 | 26.3 | 39.2 |
| 531 | Department Stores | 7,108 | 8.8 | 1.7 | * | 4.9 | 19.1 | 26.0 | 39.5 |
| 54 | RETAIL TRADE (Food Stores) | 15,326 | 7.5 | 1.1 | * | 7.2 | 37.5 | 34.6 | 12.1 |
| 541 | Grocery Stores | 13,619 | 5.9 | 1.0 | * | 5.6 | 40.5 | 37.0 | 10.0 |
| 55 | RETAIL TRADE (Automotive Dealers and Gasoline Service Stations) | 8,234 | 14.6 | 1.7 | 0.4 | 0.9 | 51.6 | 16.9 | 13.9 |
| 551 | Motor Vehicle Dealers (New and Used) | 3,973 | 17.6 | 2.1 | * | 1.2 | 42.1 | 18.9 | 18.2 |
| 554 | Gasoline Service Stations | 2,564 | 8.8 | 0.8 | * | 0.8 | 69.2 | 14.5 | 5.9 |
| 56 | RETAIL TRADE (Apparel and Accessory Stores) | 4,000 | 16.4 | 2.5 | * | 0.5 | 6.6 | 12.6 | 61.4 |
| 562 | Women's Ready-To-Wear Stores | 1,095 | 16.5 | 2.9 | * | * | 3.9 | 7.8 | 68.0 |
| 565 | Family Clothing Stores | 1,160 | 12.7 | 1.4 | * | * | 7.5 | 18.2 | 60.0 |
| 57 | RETAIL TRADE (Furniture, Home Furnishings, and Equipment Stores) | 2,563 | 16.8 | 4.3 | 0.6 | 0.9 | 24.9 | 17.0 | 35.5 |
| 571 | Furniture, Home Furnishings, and Equipment Stores, Except Appliances | 1,327 | 17.0 | 6.5 | * | 1.6 | 24.9 | 19.9 | 30.1 |
| 58 | RETAIL TRADE (Eating and Drinking Places) | 22,968 | 4.9 | * | * | 89.7 | 0.8 | 4.3 | 0.3 |
| 581 | Eating and Drinking Places | 22,968 | 4.9 | * | * | 89.7 | 0.8 | 4.3 | 0.3 |
| 59 | RETAIL (Miscellaneous) | 9,986 | 13.0 | 6.9 | 0.2 | 2.1 | 19.3 | 26.4 | 32.1 |
| 591 | Drug Stores and Proprietary Stores | 1,792 | 9.7 | 19.6 | * | * | 7.4 | 29.1 | 33.2 |
| 594 | Miscellaneous Shopping Goods Stores | 3,142 | 17.7 | 2.7 | * | 0.9 | 5.7 | 15.6 | 57.4 |
| 596 | Nonstore Retailers | 2,049 | 9.4 | 4.3 | * | 7.3 | 26.6 | 47.6 | 4.5 |
| 598 | Fuel and Ice Dealers | 1,560 | 10.8 | 1.1 | * | 0.7 | 53.8 | 22.8 | 10.8 |
| 599 | Retail Stores, Not Elsewhere Classified | 1,300 | 14.9 | 10.1 | * | 0.8 | 12.3 | 21.2 | 38.2 |
| | Total Trade Industries | 90,529 | 9.9 | 2.2 | 0.5 | 25.1 | 22.9 | 19.8 | 19.6 |

* Less than 10 employees

PERCENT DISTRIBUTION OF
MAJOR OCCUPATIONAL GROUPS
1979 AND 1982
WHOLESALE AND RETAIL TRADE
(SIC 50-59)



WHOLESALE AND RETAIL TRADE

(SIC 50-59)

THE FIFTEEN SPECIFIC OCCUPATIONS

EMPLOYING THE LARGEST NUMBER OF WORKERS

| RANK | OES CODE | OCCUPATIONAL TITLE | EMPLOYMENT | PERCENT OF TOTAL |
|---|---|---|---|---|
| 1 | 72002 | Sales Clerks | 9,548 | 10.5 |
| 2 | 43009 | Waiters/Waitresses | 7,713 | 8.5 |
| 3 | 71000 | Sales Representatives | 7,539 | 8.3 |
| 4 | 61314 | Cashiers | 6,964 | 7.7 |
| 5 | 55D74 | Stock Clerks, Sales | 5.319 | 5.9 |
| 6 | 10035 | Managers, Store | 4,605 | 5.1 |
| 7 | 43014 | Food Preparation and Service Workers, Fast Food Restaurant | 3,778 | 4.2 |
| 8 | 61333 | General Clerks, Office | 2,232 | 2.5 |
| 9 | 51008 | Mechanics, Automotive | 2,110 | 2.3 |
| 10 | 55A87 | Delivery/Route Workers | 2,003 | 2.2 |
| 11 | 43007 | Kitchen Helpers | 1,958 | 2.2 |
| 12 | 55D66 | Baggers | 1,837 | 2.0 |
| 13 | 43013 | Cooks | 1,554 | 1.7 |
| 14 | 61307 | Bookkeepers, Hand | 1,551 | 1.7 |
| 15 | 62008 | Stock Clerks, Stock Room, Warehouse or Storage Yard | 1,426 | 1.6 |

WHOLESALE AND RETAIL TRADE

(SIC 50-59)

EMPLOYMENT CHANGES BETWEEN OES SURVEY
PERIODS (JUNE 1979 - JUNE 1982) BY INDUSTRY

| SIC CODE | INDUSTRY DESCRIPTION | JUNE 1979 ESTIMATED EMPLOYMENT | JUNE 1982 ESTIMATED EMPLOYMENT | NUMERICAL CHANGE | PERCENT CHANGE |
|---|---|---|---|---|---|
| | | 1/ | | | |
| 50-59 | WHOLESALE AND RETAIL TRADE | 86,385 | 90,529 | 4,144 | 4.8 |
| 50,51 | WHOLESALE TRADE | 14,980 | 16,077 | 1,097 | 7.3 |
| 50 | DURABLE GOODS | 8,668 | 9,530 | 862 | 9.9 |
| 501 | Motor Vehicles and Automotive Parts and Supplies | 2,010 | 1,919 | -91 | -4.5 |
| 502 | Furniture and Home Furnishings | 164 | 132 | -32 | -19.5 |
| 503 | Lumber and Other Construction Materials | 675 | 771 | 96 | 14.2 |
| 504 | Sporting, Recreational, Photographic, and Hobby Goods, Toys and Supplies | 238 | 186 | -52 | -21.8 |
| 506 | Electrical Goods | 867 | 959 | 92 | 10.6 |
| 507 | Hardware and Plumbing and Heating Equipment and Supplies | 847 | 1,007 | 160 | 18.9 |
| 508 | Machinery, Equipment and Supplies | 2,933 | 3,821 | 888 | 30.3 |
| 509 | Miscellaneous Durable Goods | 934 | 735 | -199 | -21.3 |
| 51 | NONDURABLE GOODS | 6,312 | 6,547 | 235 | 3.7 |
| 511 | Paper and Paper Products | 441 | 524 | 83 | 18.8 |
| 512 | Drugs, Drug Proprietaries and Druggists' Sundries | 309 | 242 | -67 | -21.7 |
| 513 | Apparel, Piece Goods and Notions | 224 | 237 | 13 | 5.8 |
| 514 | Groceries and Related Products | 2,655 | 2,557 | -98 | -3.7 |
| 516 | Chemicals and Allied Products | 378 | 491 | 113 | 29.9 |
| 517 | Petroleum and Petroleum Products | 631 | 617 | -14 | -2.2 |
| 518 | Beer, Wine and Distilled Alcoholic Beverages | 547 | 675 | 128 | 23.4 |
| 519 | Miscellaneous Nondurable Goods | 1,127 | 1,204 | 77 | 6.8 |
| 52-59 | RETAIL TRADE | 71,405 | 74,452 | 3,047 | 4.3 |
| 52 | BUILDING MATERIALS, HARDWARE, GARDEN SUPPLY AND MOBILE HOME DEALERS | 3,890 | 3,634 | -256 | -6.6 |
| 521 | Lumber and Other Building Material Dealers | 1,900 | 1,735 | -165 | -8.7 |

WHOLESALE AND RETAIL TRADE

(SIC 50-59)

EMPLOYMENT CHANGES BETWEEN OES SURVEY
PERIODS (JUNE 1979 - JUNE 1982) BY INDUSTRY

| SIC CODE | INDUSTRY DESCRIPTION | JUNE 1979 ESTIMATED EMPLOYMENT | JUNE 1982 ESTIMATED EMPLOYMENT | NUMERICAL CHANGE | PERCENT CHANGE |
|---|---|---|---|---|---|
| 523 | Paint, Glass and Wallpaper Stores | 1/ 339 | 407 | 68 | 20.1 |
| 525 | Hardware Stores | 1,057 | 978 | -79 | -7.5 |
| 526 | Retail Nurseries and Garden Supply Stores | 432 | 380 | -52 | -12.0 |
| 527 | Mobile Home Dealers | 162 | 134 | -28 | -17.3 |
| 53 | GENERAL MERCHANDISE STORES | 8,360 | 7,741 | -619 | -7.4 |
| 531 | Department Stores | 7,486 | 7,108 | -378 | -5.0 |
| 533 | Variety Stores | 452 | 322 | -130 | -28.8 |
| 539 | Miscellaneous General Merchandise Stores | 422 | 311 | -111 | -26.3 |
| 54 | FOOD STORES | 13,135 | 15,326 | 2,191 | 16.7 |
| 541 | Grocery Stores | 11,595 | 13,619 | 2,024 | 17.5 |
| 542 | Meat and Fish (Seafood) Markets, Including Freezer Provisioners | 251 | 282 | 31 | 12.4 |
| 543 | Fruit Stores and Vegetable Markets | 164 | 196 | 32 | 19.5 |
| 544 | Candy, Nut and Confectionary Stores | 112 | 112 | 0 | 0.0 |
| 546 | Retail Bakeries | 695 | 641 | -54 | -7.8 |
| 549 | Miscellaneous Food Stores | 318 | 476 | 158 | 49.7 |
| 55 | AUTOMOTIVE DEALERS AND GASOLINE SERVICE STATIONS | 8,723 | 8,234 | -489 | -5.6 |
| 551 | Motor Vehicle Dealers (New and Used) | 4,595 | 3,973 | -622 | -13.5 |
| 552 | Motor Vehicle Dealers (Used Only) | 219 | 216 | -3 | -1.4 |
| 553 | Auto and Home Supply Stores | 787 | 803 | 16 | 2.0 |
| 554 | Gasoline Service Stations | 2,340 | 2,564 | 224 | 9.6 |
| 555 | Boat Dealers | 329 | 281 | -48 | -14.6 |
| 556 | Recreational and Utility Trailer Dealers | 149 | 118 | -31 | -20.8 |
| 557 | Motorcycle Dealers | 208 | 183 | -25 | -12.0 |
| 559 | Automotive Dealers, Not Elsewhere Classif. | 96 | 96 | 0 | 0.0 |

WHOLESALE AND RETAIL TRADE

(SIC 50-59)

EMPLOYMENT CHANGES BETWEEN OES SURVEY
PERIODS (JUNE 1979 - JUNE 1982) BY INDUSTRY

| SIC CODE | INDUSTRY DESCRIPTION | JUNE 1979 ESTIMATED EMPLOYMENT | JUNE 1982 ESTIMATED EMPLOYMENT | NUMERICAL CHANGE | PERCENT CHANGE |
|---|---|---|---|---|---|
| | | 1/ | | | |
| 56 | APPAREL AND ACCESSORY STORES | 3,878 | 4,000 | 122 | 3.1 |
| 561 | Men's and Boys' Clothing and Furnishing Stores | 498 | 429 | -69 | -13.9 |
| 562 | Women's Ready-to-Wear Stores | 1,101 | 1,095 | -6 | -0.5 |
| 563 | Women's Accessory and Specialty Stores | 202 | 140 | -62 | -30.7 |
| 564 | Children's and Infants' Wear Stores | 111 | 167 | 56 | 50.5 |
| 565 | Family Clothing Stores | 1,101 | 1,160 | 59 | 5.4 |
| 566 | Shoe Stores | 745 | 863 | 118 | 15.8 |
| 569 | Miscellaneous Apparel and Accessory Stores | 120 | 146 | 26 | 21.7 |
| 57 | FURNITURE, HOME FURNISHINGS, AND EQUIPMENT STORES | 2,522 | 2,563 | 41 | 1.6 |
| 571 | Furniture, Home Furnishings and Equipment Stores, Except Appliances | 1,411 | 1,327 | -84 | -6.0 |
| 572 | Household Appliance Stores | 487 | 493 | 6 | 1.2 |
| 573 | Radio, Television and Music Stores | 624 | 743 | 119 | 19.1 |
| 58 | EATING AND DRINKING PLACES | 21,873 | 22,968 | 1,095 | 5.0 |
| 581 | Eating and Drinking Places | 21,873 | 22,968 | 1,095 | 5.0 |
| 59 | MISCELLANOEUS RETAIL | 9,024 | 9,986 | 962 | 10.7 |
| 591 | Drug Stores and Proprietary Stores | 1,592 | 1,792 | 200 | 12.6 |
| 593 | Used Merchandise Stores | 126 | 143 | 17 | 13.5 |
| 594 | Miscellaneous Shopping Goods Stores | 2,853 | 3,142 | 289 | 10.1 |
| 596 | Nonstore Retailers | 1,621 | 2,049 | 428 | 26.4 |
| 598 | Fuel and Ice Dealers | 1,618 | 1,560 | -58 | -3.6 |
| 599 | Retail Stores, Not Elsewhere Classified | 1,214 | 1,300 | 86 | 7.1 |

STAFFING PATTERNS
WHOLESALE AND RETAIL TRADE
(SIC 50-59)

| OCCUPATIONAL TITLE | OES CODE | JUNE 1982 EST. EMPL. 1/ | PERCENT OF TOTAL | RELATIVE ERROR 2/ | RANGE HIGH | RANGE LOW | PERCENT OF FIRMS REPORTING |
|---|---|---|---|---|---|---|---|
| TOTAL ALL OCCUPATIONS | | 90,529 | 100.0 | | | | |
| MANAGERS AND OFFICERS | 10000 | 8,917 | 9.9 | | | | |
| Directors, Food and Bev. | 10011 | 125 | 0.1 | 42 | 177 | 73 | 0.7 |
| Managers, Merchandise | 10032 | 1,045 | 1.2 | 6 | 1,109 | 981 | 22.5 |
| Managers, Store | 10035 | 4,605 | 5.1 | 4 | 4,778 | 4,432 | 52.8 |
| Managers, Auto Service Department | 10046 | 301 | 0.3 | 11 | 334 | 268 | 3.9 |
| Managers, Auto Parts Department | 10047 | 219 | 0.2 | 11 | 244 | 194 | 3.0 |
| Wholesalers | 10048 | 688 | 0.8 | 11 | 766 | 610 | 10.4 |
| Managers, Restaurant | 10049 | 984 | 1.1 | 19 | 1,175 | 793 | 2.9 |
| All Other Managers | 19000 | 950 | 1.1 | NA | - | - | NA |
| PROFESSIONAL OCCUPATIONS | 20000 | 1,975 | 2.2 | | | | |
| All Other Engineers | 21900 | 17 | * | NA | - | - | NA |
| Systems Analysts, Electron. Data Processing | 24000 | 86 | 0.1 | 16 | 100 | 72 | 0.4 |
| Purchasing Agents and/or Buyers | 25300 | 22 | * | 8 | 24 | 20 | 0.4 |
| Buyers, Retail and/or Wholesale Trade | 25301 | 869 | 1.0 | 15 | 1,003 | 735 | 13.1 |
| Accountants and Auditors | 25401 | 364 | 0.4 | 13 | 410 | 318 | 6.3 |
| Commercial Artists | 25426 | 10 | * | 21 | 12 | 8 | 0.3 |
| Personnel and Labor Relations Specialist | 25465 | 31 | * | 28 | 40 | 22 | 1.0 |
| Pharmacists | 25466 | 324 | 0.4 | 9 | 353 | 295 | 2.8 |
| Designers | 25489 | 196 | 0.2 | 16 | 227 | 165 | 3.1 |
| All Other Professional Workers | 29000 | 56 | 0.1 | NA | - | - | NA |
| TECHNICAL OCCUPATIONS | 30000 | 451 | 0.5 | | | | |
| Computer Programmers | 31000 | 36 | * | 35 | 49 | 23 | 0.7 |
| Electrical & Electronic Technicians | 32004 | 338 | 0.4 | 31 | 442 | 234 | 1.8 |
| All Other Engineering Technicians | 32900 | 10 | * | NA | - | - | NA |
| All Other Technicians | 39000 | 67 | 0.1 | NA | - | - | NA |

| OCCUPATIONAL TITLE | OES CODE | JUNE 1982 EST. EMPL. 1/ | PERCENT OF TOTAL | RELATIVE ERROR 2/ | RANGE HIGH | RANGE LOW | PERCENT OF FIRMS REPORTING |
|---|---|---|---|---|---|---|---|
| SERVICE OCCUPATIONS | 40000 | 22,698 | 25.1 | | | | |
| Janitors, Porters and Cleaners | 41000 | 780 | 0.9 | 20 | 936 | 624 | 11.2 |
| All Guards, Watchman and Doorkeepers | 42000 | 56 | 0.1 | 22 | 68 | 44 | 1.1 |
| Bakers, Bread and/or pastry | 43001 | 264 | 0.3 | 47 | 388 | 140 | 1.5 |
| Bartenders | 43002 | 783 | 0.9 | 27 | 991 | 575 | 1.5 |
| Dining Room Attendants | 43003 | 689 | 0.8 | 35 | 933 | 445 | 1.0 |
| Butchers and/or Meatcutters | 43004 | 541 | 0.6 | 20 | 649 | 433 | 3.4 |
| Hostesses, Restaurant | 43006 | 600 | 0.7 | 29 | 776 | 424 | 1.3 |
| Kitchen Helpers | 43007 | 1,958 | 2.2 | 16 | 2,267 | 1,649 | 3.2 |
| Waiters/Waitresses | 43009 | 7,713 | 8.5 | 13 | 8,723 | 6,703 | 3.1 |
| Cooks, Short Order and/or Specialty Fast Foods | 43011 | 1,398 | 1.6 | 43 | 2,001 | 795 | 1.7 |
| Cooks, Restaurant | 43013 | 1,554 | 1.7 | 24 | 1,922 | 1,186 | 2.0 |
| Food Preparation and Service Workers, Fast Food Rest. | 43014 | 3,778 | 4.2 | 28 | 4,822 | 2,734 | 0.9 |
| All Other Food Service Workers | 43900 | 2,272 | 2.5 | NA | - | - | NA |
| Cosmetologists and/or Hairstylists | 44006 | 31 | * | 26 | 39 | 23 | 0.2 |
| Supervisors, Nonworking Service only | 44014 | 111 | 0.1 | 43 | 159 | 63 | 0.6 |
| Checkers, Fitting Room | 44055 | 19 | * | 40 | 27 | 11 | 0.2 |
| Store Detectives | 44073 | 65 | 0.1 | 13 | 73 | 57 | 1.0 |
| All Other Service Workers | 49000 | 86 | 0.1 | NA | - | - | NA |
| PRODUCTION OCCUPATIONS | 50000 | 20,759 | 22.9 | | | | |
| Mechanics , Automotive | 51008 | 2,110 | 2.3 | 8 | 2,272 | 1,948 | 11.6 |
| Automotive Body Repairers | 51012 | 218 | 0.2 | 21 | 263 | 173 | 1.6 |
| Bicycle Repairers | 51016 | 54 | 0.1 | 43 | 77 | 31 | 0.7 |
| Diesel Mechanics | 51019 | 139 | 0.1 | 21 | 168 | 110 | 1.6 |
| Gasoline Engine/Mower Repairers | 51031 | 27 | * | 48 | 40 | 14 | 0.6 |
| Engineering Equipment Mechanics | 51034 | 57 | 0.1 | 43 | 81 | 33 | 0.4 |
| Laundry Machine Mechanics | 51039 | 30 | * | 25 | 37 | 23 | 0.4 |
| Marine Mechanics/Repairers | 51042 | 29 | * | 24 | 36 | 22 | 0.4 |
| Mechanics, Maintenance | 51043 | 17 | * | 31 | 22 | 12 | 0.3 |
| Office Machine Servicers and/or Cash Register Servicers | 51046 | 309 | 0.3 | 19 | 366 | 252 | 0.5 |
| Refrigerator/Air Conditioner Mechanics | 51052 | 58 | 0.1 | 41 | 82 | 34 | 0.4 |
| Television Servicers | 51055 | 135 | 0.2 | 22 | 164 | 106 | 1.6 |
| Vending Machine Servicers/ Coin Machine Servicers | 51056 | 50 | 0.1 | 37 | 68 | 32 | 0.6 |
| Motorboat Mechanics | 51057 | 50 | 0.1 | 42 | 71 | 29 | 0.4 |

| OCCUPATIONAL TITLE | OES CODE | JUNE 1982 EST. EMPL. 1/ | PERCENT OF TOTAL | RELATIVE ERROR 2/ | RANGE HIGH | RANGE LOW | PERCENT OF FIRMS REPORTING |
|---|---|---|---|---|---|---|---|
| Gas and Electric Appliance Repairers | 51080 | 143 | 0.2 | 16 | 166 | 120 | 2.7 |
| All Other Mechanics and Repairers | 51900 | 312 | 0.4 | NA | - | - | NA |
| Truck Drivers | 54000 | 1,402 | 1.5 | 7 | 1,494 | 1,310 | 15.8 |
| Cabinetmakers | 55A38 | 18 | * | 43 | 26 | 10 | 0.2 |
| Carpet Cutters/Carpet Layers | 55A44 | 61 | 0.1 | 20 | 73 | 49 | 1.0 |
| Carpenters | 55A47 | 16 | * | 31 | 21 | 11 | 0.4 |
| Cleaners, Vehicle | 55A61 | 179 | 0.2 | 25 | 225 | 133 | 1.3 |
| Delivery and/or Route Workers | 55A87 | 2,003 | 2.2 | 8 | 2,163 | 1,843 | 18.6 |
| Merchandise Displayers | 55A93 | 39 | * | 24 | 48 | 30 | 1.0 |
| Supervisors, Nonworking | 55B29 | 323 | 0.4 | 11 | 358 | 288 | 7.2 |
| Glaziers | 55B48 | 177 | 0.2 | 46 | 259 | 95 | 0.5 |
| Industrial Truck Operators | 55B57 | 144 | 0.2 | 22 | 176 | 112 | 2.5 |
| Machinists | 55B84 | 34 | * | 17 | 40 | 28 | 0.6 |
| Maintenance Repairers, General Utility | 55B86 | 462 | 0.5 | 15 | 531 | 393 | 6.4 |
| Helpers, Trades | 55B87 | 176 | 0.2 | 26 | 222 | 130 | 1.5 |
| Oil Burner Installers | 55C04 | 251 | 0.3 | 6 | 266 | 236 | 5.3 |
| Order Fillers | 55C08 | 563 | 0.6 | 13 | 639 | 487 | 5.5 |
| Painters, Automotive | 55C11 | 62 | 0.1 | 46 | 91 | 33 | 0.6 |
| Production Packagers | 55C39 | 129 | 0.1 | 48 | 191 | 67 | 1.0 |
| Sewing Machine Operators, Regular Equipment-Non-garment | 55C78 | 11 | * | 42 | 16 | 6 | 0.2 |
| Sewing Machine Operators, Special Equipment-Non-garment | 55C79 | 26 | * | 36 | 35 | 17 | 0.4 |
| Alteration Tailors | 55D05 | 83 | 0.1 | 17 | 97 | 69 | 2.0 |
| Furniture Assemblers | 55D54 | 31 | * | 26 | 39 | 23 | 0.7 |
| Baggers | 55D66 | 1,837 | 2.0 | 14 | 2,102 | 1,572 | 2.5 |
| Fuel Pump Attendants | 55D67 | 1,260 | 1.4 | 16 | 1,457 | 1,063 | 4.0 |
| Tire Changers | 55D68 | 292 | 0.3 | 27 | 370 | 214 | 1.4 |
| Household Appliance Installers | 55D73 | 27 | * | 26 | 34 | 20 | 0.6 |
| Stock Clerks, Sales | 55D74 | 5,319 | 5.9 | 9 | 5,814 | 4,824 | 11.3 |
| Furniture Upholsterers | 55D87 | 10 | * | 38 | 14 | 6 | 0.2 |
| Wood Machinists | 55L34 | 88 | 0.1 | 32 | 116 | 60 | 0.5 |
| Variety Saw Operators | 55R08 | 28 | * | 28 | 36 | 20 | 0.4 |
| Mobile Home Repairers | 55T35 | 25 | * | 14 | 28 | 22 | 0.4 |
| All Other Skilled Craft and Kindred Workers | 59001 | 424 | 0.5 | NA | - | - | NA |
| All Other Operatives and Semiskilled Workers | 59002 | 677 | 0.7 | NA | - | - | NA |
| All Other Laborers and Unskilled Workers | 59003 | 844 | 0.9 | NA | - | - | NA |

| OCCUPATIONAL TITLE | OES CODE | JUNE 1982 EST. EMPL. 1/ | PERCENT OF TOTAL | RELATIVE ERROR 2/ | RANGE HIGH | RANGE LOW | PERCENT OF FIRMS REPORTING |
|---|---|---|---|---|---|---|---|
| CLERICAL OCCUPATIONS | 60000 | 17,957 | 19.8 | | | | |
| Bookkeeping and/or Billing Machine Operators | 61103 | 353 | 0.4 | 10 | 388 | 318 | 8.9 |
| Computer Operators | 61105 | 35 | * | 16 | 40 | 30 | 1.0 |
| Keypunch Operators | 61107 | 80 | 0.1 | 12 | 90 | 70 | 0.6 |
| Peripheral EDP Equipment Operators | 61109 | 14 | * | 19 | 17 | 11 | 0.4 |
| All Other Office Machine Operators | 61199 | 21 | * | NA | - | - | NA |
| Accounting Clerks | 61301 | 857 | 1.0 | 12 | 957 | 757 | 15.3 |
| Bookkeepers, Hand | 61307 | 1,551 | 1.7 | 7 | 1,665 | 1,437 | 30.5 |
| Adjustment Clerks | 61313 | 208 | 0.2 | 22 | 253 | 163 | 1.7 |
| Cashiers | 61314 | 6,964 | 7.7 | 6 | 7,383 | 6,545 | 20.0 |
| Collectors | 61319 | 69 | 0.1 | 21 | 84 | 54 | 1.2 |
| File Clerks | 61330 | 67 | 0.1 | 43 | 96 | 38 | 0.7 |
| General Clerks, Office | 61333 | 2,232 | 2.5 | 10 | 2,448 | 2,016 | 27.5 |
| Credit Authorizers | 61344 | 28 | * | 15 | 32 | 24 | 0.4 |
| Order Clerks | 61350 | 500 | 0.6 | 20 | 598 | 402 | 6.1 |
| Payroll/Timekeeping Clerks | 61351 | 23 | * | 49 | 34 | 12 | 1.0 |
| Credit Reference Clerks | 61357 | 12 | * | 29 | 16 | 8 | 0.5 |
| Secretaries | 61368 | 831 | 0.9 | 8 | 899 | 763 | 15.3 |
| Service Clerks | 61373 | 241 | 0.3 | 22 | 294 | 188 | 1.7 |
| Switchboard Operators | 61376 | 18 | * | 30 | 23 | 13 | 0.6 |
| Switchboard Operators and/or Receptionists | 61377 | 33 | * | 22 | 40 | 26 | 0.9 |
| Typists | 61392 | 169 | 0.2 | 21 | 204 | 134 | 3.1 |
| Clerical Supervisors | 61396 | 217 | 0.2 | 14 | 248 | 186 | 5.1 |
| All Other Office Clerical Workers | 61900 | 283 | 0.3 | NA | - | - | NA |
| Shipping Packers | 62004 | 320 | 0.4 | 12 | 358 | 282 | 3.9 |
| Shipping/Receiving Clerks | 62005 | 674 | 0.7 | 7 | 722 | 626 | 15.0 |
| Stock Clerks, Stock Room, Warehouse or Storage Yard | 62008 | 1,426 | 1.6 | 8 | 1,535 | 1,317 | 16.9 |
| Dispatchers, Vehicle, Service or Work | 62018 | 13 | * | 16 | 15 | 11 | 0.7 |
| Marking Clerks | 62024 | 606 | 0.7 | 22 | 740 | 472 | 2.3 |
| All Other Plant Clerical Workers | 62900 | 112 | 0.1 | NA | - | - | NA |
| SALES OCCUPATIONS | 70000 | 17,772 | 19.6 | | | | |
| Sales Representatives | 71000 | 7,539 | 8.3 | 6 | 7,982 | 7,096 | 40.9 |
| Sales Clerks | 72002 | 9,548 | 10.5 | 5 | 10,038 | 9,058 | 34.8 |
| Sales Clerk Supervisors | 72007 | 253 | 0.3 | 15 | 292 | 214 | 1.3 |
| All Other Sales Workers | 79000 | 432 | 0.5 | NA | - | - | NA |

* Less than 0.05 percent

## THE ELEVEN MOST FREQUENTLY REPORTED OCCUPATIONS LISTED BY ORDER

| RANK | OES CODE | OCCUPATIONAL TITLE | PERCENT OF FIRMS REPORTING |
|---|---|---|---|
| 1 | 10035 | Managers, Store | 52.8 |
| 2 | 71000 | Sales Representatives | 40.9 |
| 3 | 72002 | Sales Clerks | 34.8 |
| 4 | 61333 | General Clerks, Office | 27.5 |
| 5 | 10032 | Managers, Merchandise | 22.5 |
| 6 | 61314 | Cashiers | 20.0 |
| 7 | 55A87 | Delivery/Route Workers | 18.6 |
| 8 | 62008 | Stock Clerks, Stockroom, Warehouse, or Storage Yard | 16.9 |
| 9 | 54000 | Truck Drivers | 15.8 |
| 10 | 61301 | Accounting Clerks | 15.3 |
| | 61368 | Secretaries | 15.3 |

Estimates covering the following occupations were not shown separately because of fewer than ten (10) employees, a relative error greater than 50 percent or disclosure of confidential employer information. They were however included in the appropriate "All" or "All Other" category.

Automobile Repair-Service Estimators
Bakers
Cake Decorators
Ceiling-Tile Installers
Chemists
Conveyor Operators/Tenders
Counter Attendants
Crane, Derrick and Hoist Operators
Custom Tailors
Data Processing Machine Repairers
Demonstrators
Doughnut Makers/Doughnut Machine Operators
Drafters
Electrical and Electronic Engineers
Electricians
Farm Equipment Mechanics
Furniture Finishers
Heavy Equipment Operators
Jewelers/Silversmiths
Life Scientists
Locksmiths
Lumber Graders
Mechanical Engineers
Mechanics, Aircraft
Mobile Home Set-up Operators
Musical Instrument Repairers
Opticians, Dispensing/Optical Mechanics
Optometrists
Pantry, Sandwich/Coffee Makers
Personnel Clerks
Pharmacy Helpers
Picture Framers
Plumbers/Pipefitters
Procurement Reference Clerks
Protective-Signal Installers/Repairers
Public Relations Practitioners
Receptionists
Sewers, Custom
Statisticians
Stenographers
Tire Fabricators/Repairers
Truck Driver Helpers
Watchmakers
Weighers, Recordkeeping
Welders/Flamecutters
Woodworking-Machine Operators

## WHOLESALE TRADE

## (SIC 50-51)

This division includes establishments or places of business primarily engaged in selling merchandise to retailers; to industrial, commercial, institutional, farm, or professional business users; or to other wholesalers; or acting as agents or brokers in buying merchandise for or selling merchandise to such persons or companies.

Compared to a similar survey in 1979, employment in wholesale trade grew by 1,077 workers or 7 percent. All of the occupational groups showed gains in employment except Production, Service, and Professional. The largest gains in employment occurred in Sales and Managers and Officers which added 778 and 355 workers respectively. Industry 508 (Machinery, Equipment and Supplies), the largest industry within this group added on 888 workers or 30 percent while the second largest industry SIC-514 (Groceries and Related Products) lost 98 workers or 4 percent.

Our sample consisted of 508 units representing an employment of 10,854. Usable responses were received from 333 units or 66 percent of the units sampled. The reported employment was 7,021.

### THE FIFTEEN SPECIFIC OCCUPATIONS

### EMPLOYING THE LARGEST NUMBER OF WORKERS

### WHOLESALE TRADE

### (SIC 50-51)

| RANK | OES CODE | OCCUPATIONAL TITLE | JUNE 1982 ESTIMATED EMPLOYMENT | PERCENT OF TOTAL |
|---|---|---|---|---|
| 1 | 71000 | Sales Representatives | 3,444 | 21.4 |
| 2 | 55A87 | Delivery/Route Workers | 1,212 | 7.5 |
| 3 | 54000 | Truck Drivers | 832 | 5.2 |
| 4 | 61333 | General Clerks, Office | 733 | 4.5 |
| 5 | 10048 | Wholesalers | 686 | 4.3 |
| 6 | 62008 | Stock Clerks, Stockroom, Warehouse, or Storage Yard | 670 | 4.2 |
| 7 | 10032 | Managers, Merchandise | 543 | 3.3 |
| 8 | 72002 | Sales Clerks | 471 | 2.9 |
| 9 | 61368 | Secretaries | 434 | 2.7 |
| 10 | 51008 | Mechanics, Automotive | 374 | 2.3 |
| 11 | 61307 | Bookkeepers, Hand | 362 | 2.2 |
| 12 | 55C08 | Order Fillers | 349 | 2.2 |
| 13 | 62005 | Shipping/Receiving Clerks | 339 | 2.1 |
| 14 | 32004 | Electrical and Electronic Technicians | 331 | 2.1 |
| 15 | 51046 | Office Machine Servicers and/or Cash Register Servicers | 286 | 1.8 |

THE TEN MOST FREQUENTLY REPORTED OCCUPATIONS

LISTED BY ORDER OF RANK

(SIC 50-51)

| RANK | OES CODE | OCCUPATIONAL TITLE | PERCENT OF FIRMS REPORTING |
|---|---|---|---|
| 1 | 71000 | Sales Representative | 69.4 |
| 2 | 10032 | Managers, Merchandise | 42.3 |
| 3 | 10048 | Wholesalers | 41.4 |
| 4 | 61333 | General Clerks, Office | 33.9 |
| 5 | 62008 | Stock Clerks, Stockroom, Warehouse, or Storage Yard | 29.1 |
| 6 | 61307 | Bookkeepers, Hand | 28.8 |
| 7 | 55A87 | Delivery/Route Workers | 27.0 |
| 8 | 54000 | Truck Drivers | 26.1 |
| | 61368 | Secretaries | 26.1 |
| 9 | 62005 | Shipping/Receiving Clerks | 25.5 |

Estimates covering the following occupations were not shown separately because of fewer than ten (10) employees, a relative error greater than 50 percent or disclosure of confidential employers information. They were however included in the appropriate "All" or "All Other" category.

Adjustment Clerks
Automotive Body Repairers
Butchers/Meatcutters
Chemists
Cleaners, Vehicle
Commercial Artists
Cosmetologists/Hairstylists
Crane, Derrick, & Hoist Operators
Credit Reference Clerks
Designers
Dispatchers, Vehicle, Service or Work
Drafters
Electricians
Electrical & Electronic Engineers
Farm Equipment Mechanics
Fuel Pump Attendants
Furniture Assemblers
Gas & Electric Appliance Repairers
Gasoline-Engine or Mower Repairers
Glaziers
Guards and Doorkeepers
Heavy Equipment Operators
Kitchen Helpers
Locksmiths
Managers, Automobile Service Department
Managers, Automotive Parts Department
Mechanical Engineers
Mechanics, Maintenance
Merchandise Displayers
Oil-Burner-Installers
Painters, Maintenance
Personnel and Labor Relations Specialists
Plumbers/Pipefitters
Procurement Clerks
Production Packagers
Protective Signal Installers/Repairers
Receptionists
Sales Clerk Supervisors
Service Clerks
Sewers, Custom
Switchboard Operators
Truck Driver Helpers
Weighers, Recordkeeping
Welders and Flamecutters

STAFFING PATTERNS
WHOLESALE TRADE
(SIC 50-51)

| OCCUPATIONAL TITLE | OES CODE | JUNE 1982 EST. EMPL. | PERCENT OF TOTAL | RELATIVE ERROR | RANGE HIGH | RANGE LOW | PERCENT OF FIRMS REPORTING |
|---|---|---|---|---|---|---|---|
| | | 1/ | | 2/ | | | |
| TOTAL ALL OCCUPATIONS | | 16,077 | 100.0 | | | | |
| MANAGERS AND OFFICERS | 10000 | 1,737 | 10.8 | | | | |
| Managers, Merchandise | 10032 | 543 | 3.3 | 9 | 582 | 494 | 42.3 |
| Managers, Store | 10035 | 47 | 0.3 | 25 | 59 | 35 | 1.5 |
| Wholesalers | 10048 | 686 | 4.3 | 11 | 764 | 608 | 41.4 |
| All Other Managers | 19000 | 461 | 2.9 | NA | - | - | NA |
| PROFESSIONAL OCCUPATIONS | 20000 | 559 | 3.4 | | | | |
| All Other Engineers | 21900 | 9 | * | NA | - | - | NA |
| All Other Physical Scientists | 22299 | 2 | * | NA | - | - | NA |
| Systems Analysts, Electronic Data Processing | 24000 | 82 | 0.5 | 17 | 96 | 68 | 1.2 |
| Purchasing Agents and/or Buyers | 25300 | 19 | 0.1 | 6 | 20 | 18 | 0.9 |
| Buyers, Retail and/or Wholesale Trade | 25301 | 216 | 1.3 | 15 | 249 | 183 | 14.1 |
| Accountants and Auditors | 25401 | 186 | 1.2 | 18 | 220 | 152 | 16.2 |
| All Other Professional Workers | 29000 | 45 | 0.3 | NA | - | - | NA |
| TECHNICAL OCCUPATIONS | 30000 | 379 | 2.4 | | | | |
| Computer Programmers | 31000 | 29 | 0.2 | 43 | 41 | 17 | 2.1 |
| Electrical and Electronic Technicians | 32004 | 331 | 2.1 | 31 | 435 | 227 | 6.9 |
| All Other Engineering Technicians | 32900 | 5 | * | NA | - | - | NA |
| All Other Technicians | 39000 | 14 | 0.1 | NA | - | - | NA |
| SERVICE OCCUPATIONS | 40000 | 259 | 1.6 | | | | |
| Janitors, Porters and Cleaners | 41000 | 114 | 0.7 | 15 | 131 | 97 | 9.6 |
| All Other Service Workers | 49000 | 145 | 0.9 | NA | - | - | NA |

| OCCUPATIONAL TITLE | OES CODE | JUNE 1982 EST. EMPL. | PERCENT OF TOTAL | RELATIVE ERROR | RANGE HIGH | RANGE LOW | PERCENT OF FIRMS REPORTING |
|---|---|---|---|---|---|---|---|
| | | 1/ | | 2/ | | | |
| PRODUCTION WORKERS | | 5,129 | 31.8 | | | | |
| Mechanics, Automotive | 51008 | 374 | 2.3 | 23 | 459 | 289 | 16.2 |
| Diesel Mechanics | 51019 | 118 | 0.7 | 19 | 141 | 95 | 5.7 |
| Engineering Equipment Mechanics | 51034 | 57 | 0.3 | 43 | 81 | 33 | 1.5 |
| Office Machine Servicers and/or Cash Register Servicers | 51046 | 286 | 1.8 | 20 | 343 | 229 | 1.8 |
| All Other Mechanics and Repairers | 51900 | 241 | 1.5 | NA | - | - | NA |
| Truck Drivers | 54000 | 832 | 5.2 | 10 | 912 | 752 | 26.1 |
| Delivery/Route Workers | 55A87 | 1,212 | 7.5 | 12 | 1,354 | 1,070 | 27.0 |
| Supervisors, Nonworking | 55B29 | 153 | 0.9 | 16 | 177 | 129 | 15.0 |
| Industrial Truck Operators | 55B57 | 95 | 0.6 | 31 | 125 | 65 | 5.1 |
| Machinists | 55B84 | 34 | 0.2 | 17 | 40 | 28 | 2.4 |
| Maintenance Repairers, General Utility | 55B86 | 239 | 1.5 | 23 | 295 | 183 | 11.1 |
| Order Fillers | 55C08 | 349 | 2.2 | 15 | 401 | 297 | 17.1 |
| Tire Fabricators/Repairers | 55D22 | 77 | 0.5 | 22 | 94 | 60 | 0.9 |
| Tire Changers | 55D68 | 21 | 0.1 | 48 | 31 | 11 | 1.8 |
| Variety Saw Operators | 55R08 | 24 | 0.1 | 32 | 32 | 16 | 0.9 |
| All Other Skilled Craft and Kindred Workers | 59001 | 139 | 0.9 | NA | - | - | NA |
| All Other Operatives and Semi Skilled Workers | 59002 | 283 | 1.8 | NA | - | - | NA |
| All Other Laborers and Unskilled Workers | 59003 | 595 | 3.7 | NA | - | - | NA |
| CLERICAL OCCUPATIONS | 60000 | 3,987 | 26.6 | | | | |
| Bookkeeping and/or Billing Machine Operators | 61103 | 245 | 1.5 | 14 | 278 | 212 | 17.7 |
| Computer Operators | 61105 | 19 | 0.1 | 25 | 24 | 14 | 2.7 |
| Keypunch Operators | 61107 | 39 | 0.2 | 11 | 43 | 35 | 1.2 |
| Peripheral EDP Equipment Operators | 61109 | 12 | 0.1 | 22 | 15 | 9 | 1.2 |
| All Other Office Machine Operators | 61199 | 10 | 0.1 | NA | - | - | NA |
| Accounting Clerks | 61301 | 215 | 1.3 | 17 | 251 | 179 | 16.2 |
| Bookkeepers, Hand | 61307 | 362 | 2.2 | 12 | 405 | 319 | 28.8 |
| Cashiers | 61314 | 72 | 0.4 | 26 | 91 | 53 | 6.0 |
| Collectors | 61319 | 14 | 1.0 | 24 | 17 | 11 | 2.1 |
| File Clerks | 61330 | 12 | 1.0 | 19 | 14 | 10 | 1.2 |
| General Clerks, Office | 61333 | 733 | 4.5 | 9 | 799 | 667 | 33.9 |
| Order Clerks | 61350 | 243 | 1.5 | 20 | 293 | 193 | 17.4 |
| Payroll/Timekeeping Clerks | 61351 | 11 | 0.1 | 23 | 14 | 8 | 1.8 |
| Personnel Clerks | 61352 | 10 | 0.1 | 26 | 13 | 7 | 0.9 |
| Secretaries | 61368 | 434 | 2.7 | 11 | 481 | 387 | 26.1 |
| Switchboard Operators and/or Receptionists | 61377 | 10 | 0.1 | 8 | 11 | 9 | 1.5 |
| Typists | 61392 | 98 | 0.6 | 18 | 115 | 81 | 10.2 |
| Clerical Supervisors | 61396 | 159 | 1.0 | 18 | 188 | 130 | 14.1 |
| All Other Office Clerical Workers | 61900 | 61 | 0.4 | NA | - | - | NA |
| Shipping Packers | 62004 | 209 | 1.3 | 17 | 244 | 174 | 12.3 |
| Shipping/Receiving Clerks | 62005 | 339 | 2.1 | 12 | 380 | 298 | 25.5 |

| OCCUPATIONAL TITLE | OES CODE | JUNE 1982 EST. EMPL. 1/ | PERCENT OF TOTAL | RELATIVE ERROR 2/ | RANGE HIGH | RANGE LOW | PERCENT OF FIRMS REPORTING |
|---|---|---|---|---|---|---|---|
| Stock Clerks, Stockroom, Warehouse, or Storage Yard | 62008 | 670 | 4.2 | 11 | 747 | 593 | 29.1 |
| All Other Plant Clerical Workers | 62900 | 10 | 0.1 | NA | - | - | NA |
| SALES OCCUPATIONS | 70000 | 4,027 | 25.0 | | | | |
| Sales Representatives | 71000 | 3,444 | 21.4 | 9 | 3,744 | 3,144 | 69.4 |
| Sales Clerks | 72002 | 471 | 2.9 | 16 | 548 | 394 | 15.0 |
| All Other Sales Workers | 79000 | 112 | 0.7 | NA | - | - | NA |

* Less than 0.05 Percent

OCCUPATIONAL EMPLOYMENT
WHOLESALE TRADE INDUSTRIES
DURABLE GOODS
(SIC 50)

This major group includes establishments primarily engaged in the wholesale distribution of durable goods. Within this group, the largest industry is SIC-508-Machinery, Equipment and Supplies. Compared to a similar survey in 1979, employment in durable goods grew by 862 workers or 10 percent. Employment gains were reported in all occupational groups except Professional and Service.

Our sample consisted of 293 units representing an employment of 6,178. Usable responses were received from 200 units or 68% of the units sampled. The reported employment was 4,234.

THE TEN OCCUPATIONS EMPLOYING THE
LARGEST NUMBER OF WORKERS
LISTED BY ORDER OF RANK

| RANK | OES CODE | OCCUPATIONAL TITLE | JUNE 1982 ESTIMATED EMPLOYMENT |
|---|---|---|---|
| 1 | 71000 | Sales Representatives | 2,008 |
| 2 | 61333 | General Clerks, Office | 543 |
| 3 | 10048 | Wholesalers | 368 |
| 4 | 62008 | Stock Clerks, Stockroom, Warehouse or Storage Yard | 363 |
| 5 | 54000 | Truck Drivers | 357 |
| 6 | 10032 | Managers, Merchandise | 340 |
| 7 | 51008 | Mechanics, Automotive | 330 |
| 8 | 55A87 | Delivery/Route Workers | 313 |
| 9 | 32004 | Electrical and Electronic Technicians | 292 |
| 10 | 72002 | Sales Clerks | 279 |

THE FIVE MOST FREQUENTLY REPORTED OCCUPATIONS
LISTED BY ORDER OF RANK

| RANK | OES CODE | OCCUPATIONAL TITLE | PERCENT OF FIRMS REPORTING |
|---|---|---|---|
| 1 | 71000 | Sales Representatives | 78.0 |
| 2 | 10032 | Managers, Merchandise | 44.0 |
| 3 | 10048 | Wholesalers | 41.5 |
| 4 | 61333 | General Clerks, Office | 39.5 |
| 5 | 62008 | Stock Clerks, Stockroom, Warehouse or Storage Yard | 33.0 |

STAFFING PATTERNS

WHOLESALE TRADE INDUSTRIES

DURABLE GOODS

(SIC 50)

| OCCUPATIONAL TITLE | OES CODE | JUNE 1982 EST. EMPL. | PERCENT OF TOTAL | RELATIVE ERROR | RANGE HIGH | RANGE LOW | PERCENT OF FIRMS REPORTING |
|---|---|---|---|---|---|---|---|
| | | 1/ | | 2/ | | | |
| TOTAL ALL OCCUPATIONS | | 9,530 | 100.0 | | | | |
| MANAGERS AND OFFICERS | 10000 | 1,018 | 10.8 | | | | |
| Managers, Merchandise | 10032 | 340 | 3.6 | 12 | 379 | 301 | 44.0 |
| Managers, Store | 10035 | 45 | 0.5 | 25 | 56 | 34 | 2.0 |
| Wholesalers | 10048 | 368 | 3.9 | 11 | 408 | 328 | 41.5 |
| All Other Managers | 19000 | 265 | 2.8 | NA | - | - | NA |
| PROFESSIONAL OCCUPATIONS | 20000 | 384 | 4.0 | | | | |
| All Other Engineers | 21900 | 9 | * | NA | - | - | NA |
| Systems Analysts, EDP | 24000 | 82 | 0.9 | 17 | 96 | 68 | 2.0 |
| Purchasing Agents/Buyers | 25300 | 19 | 0.2 | 6 | 20 | 18 | 1.5 |
| Buyers, Retail and/or Wholesale Trade | 25301 | 123 | 1.3 | 20 | 147 | 99 | 16.0 |
| Accountants and Auditors | 25401 | 113 | 1.2 | 26 | 143 | 83 | 16.5 |
| All Other Professional Workers | 29000 | 38 | 0.4 | NA | - | - | NA |
| TECHNICAL OCCUPATIONS | 30000 | 329 | 3.4 | | | | |
| Computer Programmers | 31000 | 29 | 0.3 | 43 | 41 | 17 | 3.5 |
| Electrical and Electronic Technicians | 32004 | 292 | 3.1 | 36 | 396 | 188 | 10.5 |
| All Other Engineering Technicians | 32900 | 5 | * | NA | - | - | NA |
| All Other Technicians | 39000 | 3 | * | NA | - | - | NA |
| SERVICE OCCUPATIONS | 40000 | 61 | 0.7 | | | | |
| Janitors, Porters and Cleaners | 41000 | 44 | 0.5 | 25 | 55 | 33 | 9.0 |
| All Other Service Workers | 49000 | 17 | 0.2 | NA | - | - | NA |
| PRODUCTION OCCUPATIONS | 50000 | 2,834 | 29.9 | | | | |
| Mechanics, Automotive | 51008 | 330 | 3.5 | 25 | 413 | 247 | 21.0 |
| Diesel Mechanics | 51019 | 100 | 1.1 | 22 | 122 | 78 | 7.5 |
| Engineering-Equipment Mechanics | 51034 | 57 | 0.6 | 43 | 81 | 33 | 2.5 |

* Less Than 0.05 Percent

STAFFING PATTERNS
WHOLESALE TRADE INDUSTRIES
DURABLE GOODS
(SIC 50)

| OCCUPATIONAL TITLE | OES CODE | JUNE 1982 EST. EMPL. 1/ | PERCENT OF TOTAL | RELATIVE ERROR 2/ | RANGE HIGH | RANGE LOW | PERCENT OF FIRMS REPORTING |
|---|---|---|---|---|---|---|---|
| Office Machine Servicers and/or Cash Register Servicers | 51046 | 286 | 3.0 | 20 | 343 | 229 | 3.0 |
| All Other Mechanics and Repairers | 51900 | 220 | 2.3 | NA | - | - | NA |
| Truck Drivers | 54000 | 357 | 3.8 | 14 | 406 | 308 | 25.5 |
| Delivery and/or Route Workers | 55A87 | 313 | 3.3 | 21 | 379 | 247 | 20.0 |
| Supervisors, Nonworking | 55B29 | 97 | 1.0 | 20 | 116 | 78 | 17.0 |
| Industrial Truck Operators | 55B57 | 43 | 0.5 | 46 | 62 | 24 | 5.0 |
| Machinists | 55B84 | 34 | 0.4 | 17 | 40 | 28 | 4.0 |
| Maintenance Repairers, General Utility | 55B86 | 131 | 1.4 | 33 | 175 | 87 | 11.5 |
| Order Fillers | 55C08 | 193 | 2.0 | 19 | 231 | 155 | 16.5 |
| Tire Fabricators and/or Repairers | 55D22 | 77 | 0.8 | 22 | 94 | 60 | 1.5 |
| Variety Saw Operators | 55R08 | 24 | 0.2 | 32 | 32 | 16 | 1.5 |
| All Other Skilled Craft and Kindred Workers | 59001 | 124 | 1.3 | NA | - | - | NA |
| All Other Operatives and Semiskilled Workers | 59002 | 221 | 2.3 | NA | - | - | NA |
| All Other Laborers and Unskilled Workers | 59003 | 227 | 2.4 | NA | - | - | NA |
| CLERICAL OCCUPATIONS | 60000 | 2,527 | 26.3 | | | | |
| Bookkeeping and/or Billing Machine Operators | 61103 | 149 | 1.6 | 16 | 173 | 125 | 19.0 |
| Computer Operators | 61105 | 12 | 0.1 | 18 | 14 | 10 | 3.0 |
| Keypunch Operators | 61107 | 25 | 0.3 | 10 | 27 | 23 | 1.5 |
| All Other Office Machine Operators | 61199 | 11 | 0.1 | NA | - | - | NA |
| Accounting Clerks | 61301 | 138 | 1.4 | 22 | 168 | 108 | 20.0 |
| Bookkeepers, Hand | 61307 | 195 | 2.0 | 15 | 224 | 166 | 29.0 |
| Cashiers | 61314 | 21 | 0.2 | 46 | 31 | 11 | 5.5 |
| Collectors | 61319 | 12 | 0.1 | 22 | 15 | 9 | 3.0 |
| General Clerks, Office | 61333 | 543 | 5.7 | 11 | 600 | 486 | 39.5 |
| Order Clerks | 61350 | 187 | 2.0 | 25 | 234 | 140 | 21.0 |
| Secretaries | 61368 | 251 | 2.6 | 14 | 286 | 216 | 27.0 |
| Typists | 61392 | 68 | 0.7 | 24 | 85 | 51 | 11.5 |
| Clerical Supervisors | 61396 | 85 | 0.9 | 30 | 110 | 60 | 13.0 |
| All Other Office Clerical Workers | 61900 | 70 | 0.7 | NA | - | - | NA |
| Shipping Packers | 62004 | 147 | 1.5 | 22 | 179 | 115 | 12.5 |
| Shipping/Receiving Clerks | 62005 | 245 | 2.6 | 15 | 281 | 209 | 27.0 |

STAFFING PATTERNS

WHOLESALE TRADE INDUSTRIES

DURABLE GOODS

(SIC 50)

| OCCUPATIONAL TITLE | OES CODE | JUNE 1982 EST. EMPL. | PERCENT OF TOTAL | RELATIVE ERROR | RANGE HIGH | RANGE LOW | PERCENT OF FIRMS REPORTING |
|---|---|---|---|---|---|---|---|
| | | 1/ | | 2/ | | | |
| Stock Clerks, Stockroom, Warehouse or Storage Yard | 62008 | 363 | 3.8 | 15 | 418 | 308 | 33.0 |
| All Other Plant Clerical Workers | 62900 | 5 | * | NA | - | - | NA |
| SALES OCCUPATIONS | 70000 | 2,377 | 24.9 | | | | |
| Sales Representatives | 71000 | 2,008 | 21.1 | 7 | 2,139 | 1,877 | 78.0 |
| Sales Clerks | 72002 | 279 | 2.9 | 18 | 328 | 230 | 15.0 |
| All Other Sales Workers | 79000 | 90 | 0.9 | NA | - | - | NA |

* Less than 0.05 percent

STAFFING PATTERNS

WHOLSALE TRADE INDUSTRIES

DURABLE GOODS

(SIC 50)

Estimates covering the following occupations were not shown separately because of fewer than ten (10) employees, a relative error greater than 50 percent or disclosure of confidential employers information. They were however included in the appropriate "All" or "All Other" category.

Adjustment Clerks
Automotive Body Repairers
Cleaners, Vehicle
Cosmetologists and/or Hairstylists
Crane, Derrick, and Hoist Operators
Credit Reference Clerks
Data Processing Machine Repairers
Designers
Dispatchers, Vehicle, Service or Work
Drafters
Electricians
Electrical and Electronic Engineers
Farm Equipment Mechanics
File Clerks
Furniture Assemblers and Installers
Fuel Pump Attendants
Gas and Electric Appliance Repairers
Gasoline Engine or Mower Repairers
Glaziers
Guards and Doorkeepers
Heavy Equipment Operators
Locksmiths
Managers, Automobile Service Department
Mechanical Engineers
Painters, Maintenance
Payroll and/or Timekeeping Clerks
Personnel Clerks
Personnel and Labor Relations Specialists
Peripheral EDP Equipment Operators
Plumbers and/or Pipefitters
Procurement Clerks
Protective Signal Installers and/or Repairers
Receptionists
Sales Clerk Supervisors
Service Clerks
Switchboard Operators
Switchboard Operators and/or Receptionists
Tire Changers
Weighers, Recordkeeping
Welders and/or Flamecutters

## OCCUPATIONAL EMPLOYMENT
## WHOLESALE TRADE INDUSTRIES
## NONDURABLE GOODS
## (SIC 51)

This major group includes establishments primarily engaged in the wholesale distribution of nondurable goods. Within this group the largest industry is SIC 514 - Groceries and Related Products. Compared to a similar survey in 1979, employment in nondurable goods grew by 235 workers or 4 percent. Employment gains were reported in all occupational groups except Production, Service and Professional.

Our sample consisted of 215 units representing an employment of 4,676. Usable responses were received from 133 units or 62% of the units sampled. The reported employment was 2,787.

### THE TEN OCCUPATIONS EMPLOYING THE LARGEST NUMBER OF WORKERS LISTED BY ORDER OF RANK

| RANK | OES CODE | OCCUPATIONAL TITLE | JUNE 1982 ESTIMATED EMPLOYMENT |
|---|---|---|---|
| 1 | 71000 | Sales Representatives | 1,436 |
| 2 | 55A87 | Delivery/Route Workers | 899 |
| 3 | 54000 | Truck Drivers | 475 |
| 4 | 10048 | Wholesalers | 318 |
| 5 | 62008 | Stock Clerks, Stockroom, Warehouse, or Storage Yard | 307 |
| 6 | 10032 | Managers, Merchandise | 203 |
| 7 | 72002 | Sales Clerks | 192 |
| 8 | 61333 | General Clerks, Office | 190 |
| 9 | 61368 | Secretaries | 183 |
| 10 | 61307 | Bookkeepers, Hand | 167 |

### THE FIVE MOST FREQUENTLY REPORTED OCCUPATIONS LISTED BY ORDER OF RANK

| RANK | OES CODE | OCCUPATIONAL TITLE | PERCENT OF FIRMS REPORTING |
|---|---|---|---|
| 1 | 71000 | Sales Representatives | 56.4 |
| 2 | 10048 | Wholesalers | 41.4 |
| 3 | 10032 | Managers, Merchandise | 39.8 |
| 4 | 55A87 | Delivery/Route Workers | 37.6 |
| 5 | 61307 | Bookkeepers, Hand | 28.6 |

STAFFING PATTERNS

WHOLESALE TRADE INDUSTRIES

NONDURABLE GOODS

(SIC 51)

| OCCUPATIONAL TITLE | OES CODE | JUNE 1982 EST. EMPL. | PERCENT OF TOTAL | RELATIVE ERROR | RANGE HIGH | RANGE LOW | PERCENT OF FIRMS REPORTING |
|---|---|---|---|---|---|---|---|
| | | 1/ | | 2/ | | | |
| TOTAL ALL OCCUPATIONS | | 6,547 | 100.0 | | | | |
| MANAGERS AND OFFICERS | 10000 | 719 | 11.0 | | | | |
| Managers, Merchandise | 10032 | 203 | 3.1 | 15 | 233 | 173 | 39.8 |
| Wholesalers | 10048 | 318 | 4.9 | 21 | 385 | 251 | 41.4 |
| All Other Managers | 19000 | 198 | 3.0 | NA | - | - | NA |
| PROFESSIONAL OCCUPATIONS | 20000 | 175 | 2.6 | | | | |
| Buyers, Retail and/or Wholesale Trade | 25301 | 93 | 1.4 | 24 | 116 | 70 | 11.3 |
| Accountants and Auditors | 25401 | 73 | 1.1 | 22 | 89 | 57 | 15.8 |
| All Other Professional Wkrs. | 29000 | 9 | 0.1 | NA | - | - | NA |
| TECHNICAL OCCUPATIONS | 30000 | 50 | 0.7 | | | | |
| SERVICE OCCUPATIONS | 40000 | 198 | 3.1 | | | | |
| Janitors, Porters and Cleaners | 41000 | 70 | 1.1 | 18 | 82 | 58 | 10.5 |
| All Other Food Service Workers | 43900 | 128 | 2.0 | NA | - | - | NA |
| PRODUCTION OCCUPATIONS | 50000 | 2,295 | 35.1 | | | | |
| Diesel Mechanics | 51019 | 18 | 0.3 | 22 | 22 | 14 | 3.0 |
| All Other Mechanics and Repairers | 51900 | 65 | 1.0 | NA | - | - | NA |
| Truck Drivers | 54000 | 475 | 7.3 | 13 | 538 | 412 | 27.1 |
| Delivery/Route Workers | 55A87 | 899 | 13.7 | 14 | 1,025 | 773 | 37.6 |
| Supervisors, Nonworking | 55B29 | 56 | 0.9 | 25 | 70 | 42 | 12.0 |
| Maintenance Repairers, General Utility | 55B86 | 108 | 1.6 | 32 | 142 | 74 | 10.5 |
| Order Fillers | 55C08 | 156 | 2.4 | 23 | 192 | 120 | 18.0 |
| All Other Skilled Craft and Kindred Workers | 59001 | 15 | 0.2 | NA | - | - | NA |
| All Other Operatives and Semiskilled workers | 59002 | 135 | 2.1 | NA | - | - | NA |
| All Other Laborers and Unskilled workers | 59003 | 368 | 5.6 | NA | - | - | NA |

STAFFING PATTERNS

WHOLESALE TRADE INDUSTRIES

NONDURABLE GOODS

(SIC 51)

| OCCUPATIONAL TITLE | OES CODE | JUNE 1982 EST. EMPL. 1/ | PERCENT OF TOTAL | RELATIVE ERROR 2/ | RANGE HIGH | RANGE LOW | PERCENT OF FIRMS REPORTING |
|---|---|---|---|---|---|---|---|
| CLERICAL OCCUPATIONS | 60000 | 1,460 | 22.3 | | | | |
| Bookkeeping and/or Billing Machine Operators | 61103 | 96 | 1.5 | 24 | 119 | 73 | 15.8 |
| All Other Office Machine Operators | 61199 | 32 | 0.5 | NA | - | - | NA |
| Accounting Clerks | 61301 | 77 | 1.2 | 26 | 97 | 57 | 10.5 |
| Bookkeepers, Hand | 61307 | 167 | 2.5 | 19 | 198 | 136 | 28.6 |
| Cashiers | 61314 | 51 | 0.8 | 32 | 67 | 35 | 6.8 |
| General Clerks, Office | 61333 | 190 | 2.9 | 17 | 223 | 157 | 25.6 |
| Order Clerks | 61350 | 56 | 0.9 | 26 | 70 | 42 | 12.0 |
| Secretaries | 61368 | 183 | 2.8 | 17 | 215 | 151 | 24.8 |
| Typists | 61392 | 30 | 0.5 | 18 | 35 | 25 | 8.3 |
| Clerical Supervisors | 61396 | 74 | 1.1 | 19 | 88 | 60 | 15.8 |
| All Other Office Clerical Wkrs. | 61900 | 36 | 0.5 | NA | - | - | NA |
| Shipping Packers | 62004 | 62 | 0.9 | 25 | 78 | 46 | 12.0 |
| Shipping Receiving Clerks | 62005 | 94 | 1.4 | 21 | 114 | 74 | 23.3 |
| Stock Clerks , Stockroom, Warehouse, or Storage Yard | 62008 | 307 | 4.7 | 17 | 360 | 254 | 23.3 |
| All Other Plant Clerical Wkrs. | 62900 | 5 | 0.1 | NA | - | - | NA |
| SALES OCCUPATIONS | 70000 | 1,650 | 25.2 | | | | |
| Sales Representatives | 71000 | 1,436 | 22.0 | 19 | 1,706 | 1,166 | 56.4 |
| Sales Clerks | 72002 | 192 | 2.9 | 31 | 251 | 133 | 15.0 |
| All Other Sales Workers | 79000 | 22 | 0.3 | NA | - | - | NA |

STAFFING PATTERNS

WHOLESALE TRADE INDUSTRIES

NONDURABLE GOODS

(SIC 51)

Estimates covering the following occupations were not shown separately because of fewer than ten (10) employees, a relative error greater than 50 percent or disclosure of confidential employer information. They were however included in the appropriate "All Other" category.

Butcher and/or Meat Cutters
Chemists
Collectors
Commercial Artists
Computer Operators
Credit Reference Clerks
Custom Sewers
Dispatchers, Vehicle, Service or Work
Electrical and Electronic Technicians
File Clerks
Fuel Pump Attendants
Industrial Truck Operators
Keypunch Operators
Kitchen Helpers
Managers, Automobile Service Department
Managers, Store
Mechanics, Automotive
Mechanics, Maintenance
Merchandise Displayers
Oil-Burner Installers
Payroll and Timekeeping Clerks
Peripheral EDP Equipment Operators
Personnel Clerks
Production Packagers
Service Clerks
Switchboard Operators and/or Receptionists
Tire Changers
Truck Driver Helpers

## RETAIL TRADE

## (SIC 52-59)

This division includes establishments engaged in selling merchandise for personal or household consumption, and rendering services incidental to the sale of goods. In general, retail establishments are classified by kind of business according to the principal line of commodities sold (groceries, hardware, etc.), or the usual trade designation (drug store, cigar store, etc.).

Compared to a similar survey in 1979, employment in retail trade grew by 3,278 workers or 5 percent. All of the occupational groups showed gains in employment except Professional and Sales. The largest gains in employment occurred in Services and Clerical which added 1,683 and 889 workers respectively. Industry 581 (Eating and Drinking Places), the largest industry within this group added on 1,095 workers or 5 percent while the second largest industry SIC-541 (Grocery Stores) grew by 2,024 workers or 17 percent.

Our sample consisted of 1,365 units representing an employment of 34,214. Usable responses were received from 1,007 units or 74% of the units sampled. The reported employment was 25,692.

### THE FIFTEEN SPECIFIC OCCUPATIONS EMPLOYING THE LARGEST NUMBER OF WORKERS RETAIL TRADE (SIC 52-59)

| RANK | OES CODE | OCCUPATIONAL TITLE | JUNE 1982 ESTIMATED EMPLOYMENT 1/ | PERCENT OF TOTAL |
|---|---|---|---|---|
| 1 | 72002 | Sales Clerks | 9,077 | 12.2 |
| 2 | 43009 | Waiters or Waitresses | 7,713 | 10.4 |
| 3 | 61314 | Cashiers | 6,892 | 9.3 |
| 4 | 55D74 | Stock Clerks, Sales | 5,319 | 7.1 |
| 5 | 10035 | Managers, Store | 4,558 | 6.1 |
| 6 | 71000 | Sales Representatives | 4,095 | 5.5 |
| 7 | 43014 | Food Preparation and Service Workers, Fast Food Restaurant | 3,778 | 5.1 |
| 8 | 43007 | Kitchen Helpers | 1,936 | 2.6 |
| 9 | 55D66 | Baggers | 1,837 | 2.5 |
| 10 | 51008 | Mechanics, Automotive | 1,736 | 2.3 |
| 11 | 43013 | Cooks, Restaurant | 1,554 | 2.1 |
| 12 | 61333 | General Clerks, Office | 1,499 | 2.0 |
| 13 | 43011 | Cooks, Short Order/Specialty Fast Foods | 1,398 | 1.9 |
| 14 | 55D67 | Fuel Pump Attendants | 1,222 | 1.6 |
| 15 | 61307 | Bookkeepers, Hand | 1,189 | 1.6 |

STAFFING PATTERNS

RETAIL TRADE

SIC (52-59)

| OCCUPATIONAL TITLE | OES CODE | JUNE 1982 EST. EMPL. 1/ | PERCENT OF TOTAL | RELATIVE ERROR 2/ | RANGE HIGH | RANGE LOW | PERCENT OF FIRMS REPORTING |
|---|---|---|---|---|---|---|---|
| TOTAL ALL OCCUPATIONS | | 74,452 | 100.0 | | | | |
| MANAGERS AND OFFICERS | 10000 | 7,180 | 9.7 | | | | |
| Directors, Food and Beverage and/or Catering Managers | 10011 | 125 | 0.2 | 42 | 177 | 73 | 1.0 |
| Managers, Merchandise | 10032 | 502 | 0.7 | 8 | 543 | 461 | 16.0 |
| Managers, Store | 10035 | 4,558 | 6.1 | 4 | 4,730 | 4,386 | 69.7 |
| Managers, Automobile Service Department | 10046 | 300 | 0.4 | 11 | 333 | 267 | 5.1 |
| Managers, Automotive Parts Department | 10047 | 218 | 0.3 | 11 | 243 | 193 | 3.9 |
| Managers, Restaurant | 10049 | 984 | 1.3 | 19 | 1,175 | 793 | 3.9 |
| All Other Managers | 19000 | 493 | 0.7 | NA | - | - | NA |
| PROFESSIONAL OCCUPATIONS | 20000 | 1,416 | 1.9 | | | | |
| All Other Engineers | 21900 | 8 | * | NA | - | - | NA |
| All Other Mathematical Scientists | 22199 | 2 | * | NA | - | - | NA |
| Buyers, Retail and/or Wholesale Trade | 25301 | 653 | 0.9 | 20 | 783 | 523 | 12.7 |
| Accountants and Auditors | 25401 | 178 | 0.2 | 17 | 209 | 147 | 3.1 |
| Personnel and Labor Relations Specialists | 25465 | 24 | * | 23 | 29 | 19 | 1.1 |
| Pharmacists | 25466 | 324 | 0.4 | 9 | 353 | 295 | 3.7 |
| Designers | 25489 | 189 | 0.3 | 16 | 220 | 158 | 3.9 |
| All Other Professional Workers | 29000 | 38 | 0.1 | NA | - | - | NA |
| TECHNICAL OCCUPATIONS | 30000 | 72 | 0.1 | NA | - | - | NA |
| SERVICE OCCUPATIONS | 40000 | 22,439 | 30.3 | | | | |
| Janitors, Porters and Cleaners | 41000 | 666 | 0.9 | 23 | 118 | 201 | 11.7 |
| Guards and Doorkeepers | 42000 | 49 | 0.1 | 21 | 59 | 39 | 1.4 |
| Bakers, Bread/Pastry | 43001 | 264 | 0.4 | 47 | 388 | 140 | 2.0 |
| Bartenders | 43002 | 783 | 1.0 | 27 | 991 | 575 | 2.0 |
| Dining Room Attendants | 43003 | 689 | 0.9 | 35 | 933 | 445 | 1.4 |
| Butchers/Meatcutters | 43004 | 435 | 0.6 | 18 | 512 | 358 | 4.0 |
| Hostesses, Restaurant | 43006 | 600 | 0.8 | 29 | 776 | 424 | 1.8 |
| Kitchen Helpers | 43007 | 1,936 | 2.6 | 16 | 2,244 | 1,628 | 4.2 |
| Waiters or Waitresses | 43009 | 7,713 | 10.4 | 13 | 8,723 | 6,703 | 4.1 |
| Cooks, Short Order and/or Specialty Fast Foods | 43011 | 1,398 | 1.9 | 43 | 2,001 | 795 | 2.3 |
| Cooks, Restaurant | 43013 | 1,554 | 2.1 | 24 | 1,922 | 1,186 | 2.7 |

| OCCUPATIONAL TITLE | OES CODE | JUNE 1982 EST. EMPL. 1/ | PERCENT OF TOTAL | RELATIVE ERROR 2/ | RANGE HIGH | RANGE LOW | PERCENT OF FIRMS REPORTING |
|---|---|---|---|---|---|---|---|
| Food Preparation and Service Workers, Fast Food Restaurant | 43014 | 3,778 | 5.1 | 28 | 4,822 | 2,734 | 1.2 |
| All Other Food Service Workers | 43900 | 2,272 | 3.1 | NA | - | - | NA |
| Supervisors, Nonworking Service Only | 44014 | 111 | 0.2 | 43 | 159 | 63 | 0.8 |
| Checkers, Fitting Room | 44055 | 19 | * | 40 | 27 | 11 | 0.3 |
| Store Detectives | 44073 | 65 | 0.1 | 13 | 73 | 57 | 1.4 |
| All Other Service Workers | 49000 | 107 | 0.1 | NA | - | - | NA |
| PRODUCTION OCCUPATIONS | 50000 | 15,630 | 20.7 | | | | |
| Mechanics, Automotive | 51008 | 1,736 | 2.3 | 8 | 1,875 | 1,597 | 10.1 |
| Body Repairers, Automotive | 51012 | 217 | 0.3 | 21 | 262 | 172 | 2.0 |
| Bicycle Repairers | 51016 | 54 | 0.1 | 43 | 77 | 31 | 0.9 |
| Gasoline Engine/Mower Repairers | 51031 | 24 | * | 43 | 34 | 14 | 0.7 |
| Laundry-Machine Mechanics | 51039 | 30 | * | 25 | 37 | 23 | 0.5 |
| Marine Mechanics and/or Repairers | 51042 | 29 | * | 24 | 36 | 22 | 0.5 |
| Mechanics, Maintenance | 51043 | 13 | * | 27 | 17 | 9 | 0.3 |
| Refrigeration Mechanics/Air Conditioning Mechanics | 51052 | 58 | 0.1 | 41 | 82 | 34 | 0.6 |
| Television Servicers and Repairers | 51055 | 135 | 0.2 | 22 | 164 | 106 | 2.2 |
| Coin Machine Servicers/Vending Machine Repairers | 51056 | 50 | 0.1 | 37 | 68 | 32 | 0.8 |
| Motorboat Mechanics | 51057 | 50 | 0.1 | 42 | 71 | 29 | 0.5 |
| Gas and Electric Appliance Repairers | 51080 | 125 | 0.2 | 14 | 142 | 108 | 3.5 |
| All Other Mechanics and Repairers | 51900 | 141 | 0.2 | NA | - | - | NA |
| Truck Drivers | 54000 | 570 | 0.8 | 8 | 616 | 524 | 12.4 |
| Cabinet Makers | 55A38 | 16 | * | 43 | 26 | 10 | 0.3 |
| Carpet Cutters/Carpet Layers | 55A44 | 61 | 0.1 | 20 | 73 | 49 | 1.4 |
| Carpenters | 55A47 | 16 | * | 31 | 21 | 11 | 0.6 |
| Cleaners, Vehicle | 55A61 | 178 | 0.2 | 26 | 224 | 132 | 1.7 |
| Delivery and Route Workers | 55A87 | 791 | 1.1 | 9 | 866 | 716 | 15.8 |
| Merchandise Displayers and Window Trimmers | 55A93 | 31 | * | 25 | 39 | 23 | 1.2 |
| Supervisors, Nonworking | 55B29 | 170 | 0.2 | 15 | 195 | 145 | 4.7 |
| Glaziers | 55B48 | 167 | 0.2 | 49 | 248 | 86 | 0.6 |
| Industrial Truck Operators | 55B57 | 49 | 0.1 | 24 | 61 | 37 | 1.7 |
| Maintenance Repairers, General Utility | 55B86 | 223 | 0.3 | 18 | 264 | 182 | 4.9 |
| Helpers, Trade | 55B87 | 176 | 0.2 | 26 | 222 | 130 | 2.0 |
| Oilburner Installers and Servicers | 55C04 | 244 | 0.3 | 5 | 256 | 232 | 7.0 |
| Order Fillers | 55C08 | 214 | 0.3 | 26 | 269 | 159 | 1.7 |
| Painters, Automotive | 55C11 | 62 | 0.1 | 46 | 91 | 33 | 0.8 |
| Sewing Machine Operators, Regular Equipment-- Nongarment | 55C78 | 11 | * | 42 | 16 | 6 | 0.3 |
| Sewing Machine Operators, Special Equipment--Nongarment | 55C79 | 26 | * | 36 | 35 | 17 | 0.5 |
| Alteration Tailors | 55D05 | 83 | 0.1 | 17 | 97 | 69 | 2.7 |
| Furniture Assemblers | 55D54 | 26 | * | 25 | 33 | 19 | 0.9 |
| Baggers | 55D66 | 1,837 | 2.5 | 14 | 2,102 | 1,572 | 3.3 |
| Fuel Pump Attendants | 55D67 | 1,222 | 1.6 | 16 | 1,417 | 1,027 | 4.9 |
| Tire Changers | 55D68 | 271 | 0.4 | 29 | 349 | 193 | 1.3 |
| Household Appliance Installers | 55D73 | 27 | * | 26 | 34 | 30 | 0.8 |
| Stock Clerks, Sales | 55D74 | 5,319 | 7.1 | 9 | 5,814 | 4,824 | 15.1 |

| OCCUPATIONAL TITLE | OES CODE | JUNE 1982 EST. EMPL. 1/ | PERCENT OF TOTAL | RELATIVE ERROR 2/ | RANGE HIGH | RANGE LOW | PERCENT OF FIRMS REPORTING |
|---|---|---|---|---|---|---|---|
| Furniture Upholsterers | 55D87 | 10 | * | 38 | 14 | 6 | 0.3 |
| Wood Machinists | 55L34 | 88 | 0.1 | 32 | 116 | 60 | 0.7 |
| Mobile Home Repairers | 55T35 | 25 | * | 14 | 28 | 22 | 0.6 |
| All Other Skilled Craft and Kindred Workers | 59001 | 309 | 0.4 | NA | - | - | NA |
| All Other Operatives and Semi-Skilled Workers | 59002 | 494 | 0.7 | NA | - | - | NA |
| All Other Laborers and Unskilled Workers | 59003 | 250 | 0.3 | NA | - | - | NA |
| CLERICAL OCCUPATIONS | 60000 | 13,970 | 18.9 | | | | |
| Bookkeeping/Billing Machine Operators | 61103 | 108 | 0.2 | 11 | 119 | 97 | 6.0 |
| Computer Operators | 61105 | 16 | * | 18 | 19 | 13 | 0.4 |
| Keypunch Operators | 61107 | 41 | 0.1 | 22 | 50 | 32 | 0.4 |
| All Other Office Machine Operators | 61199 | 13 | * | NA | - | - | NA |
| Accounting Clerks | 61301 | 642 | 0.9 | 15 | 735 | 549 | 15.0 |
| Bookkeepers, Hand | 61307 | 1,189 | 1.6 | 9 | 1,294 | 1,084 | 31.1 |
| Adjustment Clerks | 61313 | 206 | 0.3 | 22 | 251 | 161 | 2.1 |
| Cashiers | 61314 | 6,892 | 9.3 | 6 | 7,310 | 6,474 | 24.6 |
| Collectors | 61319 | 55 | 0.1 | 26 | 69 | 41 | 0.9 |
| General Clerks, Office | 61333 | 1,499 | 2.0 | 14 | 1,705 | 1,293 | 25.4 |
| Credit Authorizers | 61344 | 28 | * | 15 | 32 | 24 | 0.6 |
| Order Clerks | 61350 | 257 | 0.4 | 33 | 341 | 173 | 2.4 |
| Secretaries | 61368 | 397 | 0.5 | 12 | 446 | 348 | 11.7 |
| Service Clerks | 61373 | 239 | 0.3 | 22 | 292 | 186 | 2.1 |
| Switchboard Operators | 61376 | 16 | * | 34 | 21 | 11 | 0.7 |
| Switchboard Operators and/or Receptionists | 61377 | 23 | * | 31 | 30 | 16 | 0.7 |
| Typists | 61392 | 71 | 0.1 | 43 | 101 | 41 | 0.7 |
| Clerical Supervisors | 61396 | 58 | 0.1 | 18 | 68 | 48 | 2.1 |
| All Other Office Clerical Workers | 61900 | 297 | 0.4 | NA | - | - | NA |
| Shipping Packers | 62004 | 111 | 0.2 | 13 | 125 | 97 | 1.1 |
| Shipping/Receiving Clerks | 62005 | 335 | 0.5 | 7 | 360 | 310 | 11.5 |
| Stock Clerks, Stockroom, Warehouse or Storage Yard | 62008 | 756 | 1.0 | 10 | 834 | 678 | 12.8 |
| Dispatchers, Vehicle, Service or Work | 62018 | 10 | * | 21 | 12 | 8 | 0.7 |
| Marking Clerks | 62024 | 606 | 0.8 | 22 | 640 | 472 | 3.1 |
| All Other Plant Clerical Workers | 62900 | 105 | 0.1 | NA | - | - | NA |
| SALES OCCUPATIONS | 70000 | 13,745 | 18.4 | | | | |
| Sales Representatives | 71000 | 4,095 | 5.5 | 8 | 4,420 | 3,770 | 31.5 |
| Sales Clerks | 72002 | 9,077 | 12.2 | 5 | 9.561 | 8,593 | 41.3 |
| Sales Clerk Supervisors | 72007 | 245 | 0.3 | 16 | 284 | 206 | 1.7 |
| All Other Sales Workers | 79000 | 328 | 0.4 | NA | - | - | NA |

* Less Than 0.05 Percent

THE TEN MOST FREQUENTLY REPORTED OCCUPATIONS
LISTED BY ORDER OF RANK
RETAIL TRADE
(SIC 52-59)

| RANK | OES CODE | OCCUPATIONAL TITLE | PERCENT OF FIRMS REPORTING |
|---|---|---|---|
| 1 | 10035 | Managers, Store | 69.7 |
| 2 | 72002 | Sales Clerks | 41.3 |
| 3 | 71000 | Sales Representatives | 31.5 |
| 4 | 61307 | Bookkeepers, Hand | 31.1 |
| 5 | 61333 | General Clerks, Office | 25.4 |
| 6 | 61314 | Cashiers | 24.6 |
| 7 | 10032 | Managers, Merchandise | 16.0 |
| 8 | 55A87 | Delivery and Route Workers | 15.8 |
| 9 | 55D74 | Stock Clerks, Sales | 15.1 |
| 10 | 61301 | Accounting Clerks | 15.0 |

Estimates covering the following occupations were not shown separately because of fewer than ten (10) employees, a relative error greater than 50 percent or disclosure of confidential employers information. They were however included in the appropriate "All" or "All Other" category.

Automobile Repair-Service Estimators
Bakers
Cake Decorators
Ceiling-Tile Installers
Commercial Artists
Computer Programmers
Conveyor Operators/Tenders
Counter Attendants, Lunchroom, Coffee Shop, or Cafeteria
Cosmetologists/Hairstylists
Credit Reference Clerks
Custom Tailors
Data Processing Machine Repairers
Demonstrators
Doughnut Makers/Doughnut Machine Operators
Drafters
Diesel Mechanics
Electrical & Electronic Engineers
Electrical & Electronic Technicians
File Clerks
Furniture Finishers
Heavy Equipment Operators
Jewelers/Silversmiths
Life Scientists
Locksmiths
Lumber Graders
Managers, Wholesale
Mechanics, Aircraft
Mobile Home Set-up Operators
Musical Instrument Repairers
Office Machine Repairers
Opticians, Dispensing/Optical Mechanics
Optometrists
Pantry, Sandwich/Coffee Makers
Painters, Maintenance
Payroll/Timekeeping Clerks
Peripheral EDP Equipment Operators
Personnel Clerks
Pharmacy Helpers
Picture Framers
Plumbers/Pipefitters
Production Packagers
Public-Relations Practitioners
Purchasing Agents/Buyers
Receptionists
Sewers, Custom
Statisticians
Stenographers
Systems Analyst, EDP
Tire Fabricators/Repairers
Variety Saw Operators
Watchmakers
Woodworking-Machine Operators
Writers/Editors

OCCUPATIONAL EMPLOYMENT
RETAIL TRADE INDUSTRIES
BUILDING MATERIALS, HARDWARE, GARDEN SUPPLY,
AND MOBILE HOME DEALERS
(SIC 52)

This major group includes retail establishments primarily engaged in selling lumber and other building materials; paint, glass, and wallpaper; hardware; nursery stock; lawn and garden supplies; and mobile homes. Within this group, the largest industry is SIC-521- Lumber and Other Building Materials Dealers.

Compared to a similar survey in 1979, employment in SIC-52 declined by 256 workers or about 7 percent. The only significant gain was reported in the Managers and Officers category which added 75 workers. The greatest loss occurred in the Sales category which lost 141 workers.

Our sample consisted of 108 units representing an employment of 2,226. Usable responses were received from 89 units or 82 percent of the units sampled. The reported employment was 1,740.

THE TEN OCCUPATIONS EMPLOYING THE

LARGEST NUMBER OF WORKERS

LISTED BY ORDER OF RANK

| RANK | OES CODE | OCCUPATIONAL TITLE | JUNE 1982 ESTIMATED EMPLOYMENT |
|---|---|---|---|
| | | | 1/ |
| 1 | 71000 | Sales Representatives | 643 |
| 2 | 10035 | Managers, Store | 477 |
| 3 | 72002 | Sales Clerks | 399 |
| 4 | 54000 | Truck Drivers | 220 |
| 5 | 55B48 | Glaziers | 167 |
| 6 | 55D74 | Stock Clerks, Sales | 150 |
| 7 | 62008 | Stock Clerks, Stockroom, Warehouse or Storage Yard | 149 |
| 8 | 61333 | General Clerks, Office | 136 |
| 9 | 61307 | Bookkeepers, Hand | 114 |
| 10 | 61314 | Cashiers | 96 |

STAFFING PATTERNS

RETAIL TRADE INDUSTRIES

BUILDING MATERIALS, HARDWARE

GARDEN SUPPLY AND MOBILE HOME DEALERS

(SIC 52)

| OCCUPATIONAL TITLE | OES CODE | JUNE 1982 EST. EMPL. 1/ | PERCENT OF TOTAL | RELATIVE ERROR 2/ | RANGE HIGH | RANGE LOW | PERCENT OF FIRMS REPORTING |
|---|---|---|---|---|---|---|---|
| TOTAL ALL OCCUPATIONS | | 3,634 | 100.0 | | | | |
| MANAGERS AND OFFICERS | 10000 | 615 | 16.9 | | | | |
| Managers, Merchandise | 10032 | 87 | 2.4 | 23 | 107 | 67 | 36.0 |
| Managers, Store | 10035 | 477 | 13.1 | 6 | 508 | 446 | 89.9 |
| All Other Managers | 19000 | 51 | 1.4 | NA | - | - | NA |
| PROFESSIONAL OCCUPATIONS | 20000 | 81 | 2.2 | | | | |
| All Other Engineers | 21900 | 1 | * | NA | - | - | NA |
| Buyers, Retail/Wholesale Trade | 25301 | 55 | 1.5 | 22 | 67 | 43 | 19.1 |
| Accountants and Auditors | 25401 | 20 | 0.6 | 45 | 29 | 11 | 9.0 |
| All Other Professional Workers | 29000 | 5 | 0.1 | NA | - | - | NA |
| TECHNICAL OCCUPATIONS | 30000 | 8 | 0.2 | NA | - | - | NA |
| SERVICE OCCUPATIONS | 40000 | 27 | 0.7 | NA | - | - | NA |
| PRODUCTION OCCUPATIONS | 50000 | 1,151 | 31.7 | | | | |
| Gasoline Engine/Mower Repairers | 51031 | 24 | 0.7 | 43 | 34 | 14 | 7.9 |
| All Other Mechanics and Repairers | 51900 | 24 | 0.7 | NA | - | - | NA |
| Truck Drivers | 54000 | 220 | 6.1 | 12 | 247 | 193 | 44.9 |
| Carpenters | 55A47 | 16 | 0.4 | 31 | 21 | 11 | 5.6 |
| Delivery and Route Workers | 55A87 | 64 | 1.8 | 23 | 79 | 49 | 15.7 |
| Supervisors, Nonworking | 55B29 | 35 | 1.0 | 35 | 47 | 23 | 11.2 |
| Glaziers | 55B48 | 167 | 4.6 | 49 | 248 | 86 | 6.7 |
| Industrial Truck Operators | 55B57 | 49 | 1.3 | 24 | 61 | 37 | 19.1 |
| Maintenance Repairers, General Utility | 55B86 | 15 | 0.4 | 40 | 21 | 9 | 7.9 |
| Stock Clerks, Sales | 55D74 | 150 | 4.1 | 34 | 201 | 99 | 27.0 |
| Wood Machinists | 55L34 | 88 | 2.4 | 32 | 116 | 60 | 7.9 |
| All Other Skilled Craft and Kindred Workers | 59001 | 117 | 3.2 | NA | - | - | NA |

| OCCUPATIONAL TITLE | OES CODE | JUNE 1982 EST. EMPL. 1/ | PERCENT OF TOTAL | RELATIVE ERROR 2/ | RANGE HIGH | RANGE LOW | PERCENT OF FIRMS REPORTING |
|---|---|---|---|---|---|---|---|
| All Other Operatives and Semi Skilled Workers | 59002 | 73 | 2.0 | NA | - | - | NA |
| All Other Laborers and Unskilled Workers | 59003 | 109 | 3.0 | NA | - | - | NA |
| CLERICAL OCCUPATIONS | 60000 | 678 | 18.7 | | | | |
| All Other Machine Operators | 61199 | 11 | 0.3 | NA | - | - | NA |
| Accounting Clerks | 61301 | 38 | 1.1 | 27 | 48 | 28 | 23.6 |
| Bookkeepers, Hand | 61307 | 114 | 3.1 | 14 | 129 | 99 | 44.9 |
| Cashiers | 61314 | 96 | 2.6 | 27 | 122 | 70 | 27.0 |
| General Clerks, Office | 61333 | 136 | 3.7 | 15 | 156 | 116 | 40.4 |
| Secretaries | 61368 | 42 | 1.2 | 26 | 53 | 31 | 18.0 |
| All Other Office Clerical Workers | 61900 | 19 | 0.5 | NA | - | - | NA |
| Shipping/Receiving Clerks | 62005 | 60 | 1.7 | 16 | 70 | 50 | 25.8 |
| Stock Clerks, Stockroom, Warehouse, or Storage Yard | 62008 | 149 | 4.1 | 15 | 171 | 127 | 32.6 |
| All Other Plant Clerical Workers | 62900 | 13 | 0.4 | NA | - | - | NA |
| SALES OCCUPATIONS | 70000 | 1,074 | 29.6 | | | | |
| Sales Representatives | 71000 | 643 | 17.7 | 12 | 717 | 569 | 64.0 |
| Sales Clerks | 72002 | 399 | 11.0 | 13 | 451 | 347 | 40.4 |
| All Other Sales Workers | 79000 | 32 | 0.9 | NA | - | - | NA |

*Less Than 0.05 Percent

THE SIX MOST FREQUENTLY REPORTED OCCUPATIONS

LISTED BY ORDER OF RANK

| RANK | OES CODE | OCCUPATIONAL TITLE | PERCENT OF FIRMS REPORTING |
|---|---|---|---|
| 1 | 10035 | Managers, Store | 89.9 |
| 2 | 71000 | Sales Representatives | 64.0 |
| 3 | 61307 | Bookkeepers, Hand | 44.9 |
| | 54000 | Truck Drivers | 44.9 |
| 4 | 72002 | Sales Clerks | 40.4 |
| | 61333 | General Clerks, Office | 40.4 |

STAFFING PATTERNS

RETAIL TRADE INDUSTRIES

BUILDING MATERIALS, HARDWARE

GARDEN SUPPLY, AND MOBILE HOMES

(SIC 52)

Estimates covering the following occupations were not shown separately because of fewer than ten (10) employees, a relative error greater than 50 percent or disclosure of confidential employer information. They were however included in the appropriate "all" or "all other" category.

Cabinetmakers
Carpet Cutters/Carpet Layers
Clerical Supervisors
Collectors
Computer Operators
Computer Programmers
Conveyor Operators/Tenders
Credit Authorizers
Dispatchers, Vehicle Service or Work
Drafters
File Clerks
Furniture Assemblers
Guards and Doorkeepers
Keypunch Operators
Locksmiths
Lumber Graders
Managers, Automobile Service Department
Managers, Automotive Parts Department
Mechanics, Automotive
Mobile Home Set-up Operators
Oil Burner Installers
Order Clerks
Order Fillers
Painters, Maintenance
Payroll/Timekeeping Clerks
Plumbers/Pipefitters
Purchasing Agents/Buyers
Sales Clerk Supervisors
Switchboard Operators
Switchboard Operators/Receptionists
Variety Saw Operators
Wholesalers
Woodworking-Machine Operators
Writers/Editors

OCCUPATIONAL EMPLOYMENT
RETAIL TRADE INDUSTRIES
GENERAL MERCHANDISE STORES
(SIC 53)

This major group includes retail stores which sell a number of lines of merchandise such as dry goods, apparel and accessories, furniture and home furnishings, small wares, hardware, and food. Within this group, the largest industry is SIC-531-Department Stores.

Compared to a similar survey in 1979, employment in SIC-53 declined by 619 workers or 7 percent. The only significant gain was reported in the Production category which added 806 workers. The greatest loss occurred in the Sales category which lost 967 workers.

Our sample consisted of 96 units representing an employment of 6,717. Usable responses were received from 59 units or 61 percent of the units sampled. The reported employment was 4,350.

THE TEN OCCUPATIONS EMPLOYING THE

LARGEST NUMBER OF WORKERS

LISTED BY ORDER OF RANK

| RANK | OES CODE | OCCUPATIONAL TITLE | JUNE 1982 ESTIMATED EMPLOYMENT 1/ |
|---|---|---|---|
| 1 | 72002 | Sales Clerks | 1,948 |
| 2 | 55D74 | Stock Clerks, Sales | 1,257 |
| 3 | 61314 | Cashiers | 842 |
| 4 | 71000 | Sales Representatives | 618 |
| 5 | 10035 | Managers, Store | 454 |
| 6 | 72007 | Sales Clerk Supervisors | 216 |
| 7 | 61313 | Adjustment Clerks | 171 |
| 8 | 62024 | Marking Clerks | 165 |
| 9 | 61333 | General Clerks, Office | 148 |
| 10 | 62008 | Stock Clerks, Stockroom, Warehouse, or Storage Yard | 124 |

STAFFING PATTERNS

RETAIL TRADE INDUSTRIES

GENERAL MERCHANDISE STORES

(SIC 53)

| OCCUPATIONAL TITLE | OES CODE | JUNE 1982 EST. EMPL. | PERCENT OF TOTAL | RELATIVE ERROR | RANGE HIGH | RANGE LOW | PERCENT OF FIRMS REPORTING |
|---|---|---|---|---|---|---|---|
| | | 1/ | | 2/ | | | |
| TOTAL ALL OCCUPATIONS | | 7,741 | 100.0 | | | | |
| MANAGERS AND OFFICERS | 10000 | 709 | 9.2 | | | | |
| Managers, Merchandise | 10032 | 76 | 1.0 | 21 | 92 | 60 | 25.4 |
| Managers, Store | 10035 | 454 | 5.9 | 9 | 496 | 412 | 94.9 |
| All Other Managers | 19000 | 179 | 2.3 | NA | - | - | NA |
| PROFESSIONAL OCCUPATIONS | 20000 | 119 | 1.6 | | | | |
| Buyers, Retail/Wholesale Trade | 25301 | 101 | 1.3 | 31 | 132 | 70 | 6.8 |
| Personnel and Labor Relations Specialists | 25465 | 14 | 0.2 | 27 | 18 | 10 | 11.9 |
| All Other Professional Workers | 29000 | 4 | 0.1 | NA | - | - | NA |
| SERVICE OCCUPATIONS | 40000 | 373 | 4.7 | | | | |
| Janitors, Porters and Cleaners | 41000 | 76 | 1.0 | 19 | 90 | 62 | 33.9 |
| Guards and Doorkeepers | 42000 | 47 | 0.6 | 22 | 57 | 37 | 22.0 |
| All Other Food Service Workers | 43900 | 144 | 1.8 | NA | - | - | NA |
| Store Detectives | 44073 | 65 | 0.8 | 13 | 73 | 57 | 23.7 |
| All Other Service Workers | 49000 | 41 | 0.5 | NA | - | - | NA |
| PRODUCTION OCCUPATIONS | 50000 | 1,466 | 18.9 | | | | |
| Mechanics, Maintenance | 51043 | 13 | 0.2 | 27 | 17 | 9 | 5.1 |
| All Other Mechanics and Repairmen | 51900 | 83 | 1.0 | NA | - | - | NA |
| Stock Clerks, Sales | 55D74 | 1,257 | 16.2 | 22 | 1,532 | 982 | 55.9 |
| All Other Skilled Craft and Kindred Workers | 59001 | 73 | 0.9 | NA | - | - | NA |
| All Other Operatives and Semi Skilled Workers | 59002 | 28 | 0.4 | NA | - | - | NA |
| All Other Laborers and Unskilled Workers | 59003 | 12 | 0.2 | NA | - | - | NA |

| OCCUPATIONAL TITLE | OES CODE | JUNE 1982 EST. EMPL. 1/ | PERCENT OF TOTAL | RELATIVE ERROR 2/ | RANGE HIGH | RANGE LOW | PERCENT OF FIRMS REPORTING |
|---|---|---|---|---|---|---|---|
| CLERICAL OCCUPATIONS | 60000 | 2,038 | 26.3 | | | | |
| All Other Office Machine Operators | 61199 | 9 | 0.1 | NA | - | - | NA |
| Accounting Clerks | 61301 | 61 | 0.8 | 28 | 78 | 44 | 23.7 |
| Bookkeepers, Hand | 61307 | 79 | 1.0 | 18 | 93 | 65 | 30.5 |
| Adjustment Clerks | 61313 | 171 | 2.2 | 25 | 214 | 128 | 27.1 |
| Cashiers | 61314 | 842 | 10.9 | 12 | 945 | 739 | 67.8 |
| General Clerks, Office | 61333 | 148 | 1.9 | 13 | 168 | 128 | 42.4 |
| Credit Authorizers | 61344 | 25 | 0.3 | 17 | 29 | 21 | 6.8 |
| Secretaries | 61368 | 31 | 0.4 | 34 | 42 | 20 | 11.9 |
| Service Clerks | 61373 | 38 | 0.5 | 17 | 45 | 31 | 5.1 |
| Clerical Supervisors | 61396 | 29 | 0.4 | 29 | 37 | 21 | 8.5 |
| All Other Office Clerical Workers | 61900 | 203 | 2.6 | NA | - | - | NA |
| Shipping Packers | 62004 | 28 | 0.4 | 14 | 32 | 26 | 5.1 |
| Shipping/Receiving Clerks | 62005 | 82 | 1.1 | 15 | 94 | 70 | 45.8 |
| Stock Clerks, Stockroom, Warehouse, or Storage Yard | 62008 | 124 | 1.6 | 25 | 155 | 93 | 23.7 |
| Marking Clerks | 62024 | 165 | 2.1 | 13 | 187 | 143 | 44.1 |
| All Other Plant Clerical Workers | 62900 | 3 | * | NA | - | - | NA |
| SALES OCCUPATIONS | 70000 | 3,036 | 39.3 | | | | |
| Sales Representatives | 71000 | 618 | 8.0 | 22 | 751 | 485 | 15.3 |
| Sales Clerks | 72002 | 1,948 | 25.2 | 10 | 2,144 | 1,752 | 61.0 |
| Sales Clerk Supervisors | 72007 | 216 | 2.8 | 18 | 255 | 177 | 27.1 |
| All Other Sales Workers | 79000 | 254 | 3.3 | NA | - | - | NA |

* Less Than 0.05 Percent

THE FIVE MOST FREQUENTLY REPORTED OCCUPATIONS

LISTED BY ORDER OF RANK

| RANK | OES CODE | OCCUPATIONAL TITLE | PERCENT OF FIRMS REPORTING |
|---|---|---|---|
| 1 | 10035 | Managers, Store | 94.9 |
| 2 | 61314 | Cashiers | 67.8 |
| 3 | 72002 | Sales Clerks | 61.0 |
| 4 | 55D74 | Stock Clerks, Sales | 55.9 |
| 5 | 62005 | Shipping/Receiving Clerks | 45.8 |

STAFFING PATTERNS
RETAIL TRADE INDUSTRIES
GENERAL MERCHANDISE STORES

(SIC 53)

Estimates covering the following occupations were not shown separately because of fewer than ten (10) employees, a relative error greater than 35 percent or disclosure of confidential employer information. They were however included in the appropriate "all" or "all other" category.

Alteration Tailors
Bicycle Repairers
Checkers, Fitting Room
Collectors
Commercial Artists
Cooks, Restaurant
Cosmetologists, and/or Hairstylists
Counter Attendants, Lunchroom, Coffee Shop or Cafeteria
Credit Reference Clerks
Custom Sewers
Delivery/Route Workers
Demonstrators
File Clerks
Food Preparation and Service Workers-Fast Food Restaurant
Furniture Finishers
Gas and Electric Appliance Repairers
Hostesses, Restaurant
Household Appliance Installers
Keypunch Operators
Kitchen Helpers
Laundry-Machine Mechanics
Maintenance Repairers, General Utility
Managers, Automobile Service Department
Managers, Automotive Parts Department
Managers, Restaurant
Mechanics, Automotive
Mechanics, Maintenance
Merchandise Displayers
Order Clerks
Painters, Maintenance
Payroll/Timekeeping Clerks
Peripheral EDP Equipment Operators
Personnel Clerks
Supervisors, Nonworking-Service Only
Switchboard Operators
Switchboard Operators/Receptionists
Television Servicers and Repairers
Tire Changers
Truck Drivers
Typists
Waiters/Waitresses

OCCUPATIONAL EMPLOYMENT
RETAIL TRADE INDUSTRIES
FOOD STORES
(SIC 54)

This major group includes retail stores primarily engaged in selling food for home preparation and consumption. Within this group, the largest industry is SIC-541-Grocery Stores.

Compared to a similar survey in 1979, employment in SIC-54 grew by 2,422 workers or 19 percent. Employment gains were reported in all occupational groups except Professional. The largest gain was in the Clerical group which added 1,167 workers. The specific occupations of Cashiers and General Office Clerks grew by 741 and 149 workers respectively.

Our sample consisted of 118 units representing an employment of 7,275. Usable responses were received from 94 units or 80 percent of the units sampled. The reported employment was 6,495.

THE TEN OCCUPATIONS EMPLOYING THE
LARGEST NUMBER OF WORKERS
LISTED BY ORDER OF RANK

| RANK | OES CODE | OCCUPATIONAL TITLE | JUNE 1982 ESTIMATED EMPLOYMENT 1/ |
|---|---|---|---|
| 1 | 61314 | Cashiers | 4,131 |
| 2 | 55D74 | Stock Clerks, Sales | 3,628 |
| 3 | 55D66 | Baggers | 1,837 |
| 4 | 72002 | Sales Clerks | 1,513 |
| 5 | 10035 | Managers, Store | 1,094 |
| 6 | 62024 | Marking Clerks | 441 |
| 7 | 43004 | Butchers/Meatcutters | 429 |
| 8 | 61333 | General Clerks, Office | 389 |
| 9 | 43001 | Bakers, Bread and/or Pastry | 135 |
| 10 | 61307 | Bookkeepers, Hand | 127 |

THE FIVE MOST FREQUENTLY REPORTED OCCUPATIONS

LISTED BY ORDER OF RANK

| RANK | OES CODE | OCCUPATIONAL TITLE | PERCENT OF FIRMS REPORTING |
|---|---|---|---|
| 1 | 10035 | Managers, Store | 84.0 |
| 2 | 61314 | Cashiers | 63.8 |
| 3 | 55D74 | Stock Clerks, Sales | 46.8 |
| 4 | 72002 | Sales Clerks | 46.8 |
| | 43004 | Butchers/Meatcutters | 41.5 |

STAFFING PATTERNS

RETAIL TRADE INDUSTRIES

FOOD STORES

(SIC 54)

| OCCUPATIONAL TITLE | OES CODE | JUNE 1982 EST. EMPL. 1/ | PERCENT OF TOTAL | RELATIVE ERROR 2/ | RANGE HIGH | RANGE LOW | PERCENT OF FIRMS REPORTING |
|---|---|---|---|---|---|---|---|
| TOTAL ALL OCCUPATIONS | | 15,326 | 100.0 | | | | |
| MANAGERS AND OFFICERS | 10000 | 1,146 | 7.4 | | | | |
| Managers, Store | 10035 | 1,094 | 7.1 | 12 | 1,228 | 960 | 84.0 |
| All Other Managers | 19000 | 52 | 0.3 | NA | - | - | NA |
| PROFESSIONAL OCCUPATIONS | 20000 | 171 | 1.1 | NA | - | - | NA |
| SERVICE OCCUPATIONS | 40000 | 1,108 | 7.3 | | | | |
| Janitors, Porters and Cleaners | 41000 | 111 | 0.7 | 31 | 145 | 77 | 21.3 |
| Bakers, Bread and/or Pastry | 43001 | 135 | 0.9 | 31 | 177 | 93 | 16.0 |
| Butchers/Meatcutters | 43004 | 429 | 2.8 | 18 | 505 | 353 | 41.5 |
| Waiters or Waitresses | 43009 | 80 | 0.5 | 42 | 114 | 46 | 3.2 |
| All Other Food Service Workers | 43900 | 298 | 2.0 | NA | - | - | NA |
| All Other Service Workers | 49000 | 55 | 0.4 | NA | - | - | NA |
| PRODUCTION OCCUPATIONS | 50000 | 5,754 | 37.6 | | | | |
| Delivery and Route Workers | 55A87 | 36 | 0.2 | 18 | 42 | 30 | 6.4 |
| Baggers | 55D66 | 1,837 | 12.0 | 14 | 2,102 | 1,572 | 35.1 |
| Stock Clerks, Sales | 55D74 | 3,628 | 23.7 | 11 | 4,035 | 3,221 | 46.8 |
| Doughnut Makers/Doughnut Machine Operators | 55H82 | 23 | 0.2 | 44 | 33 | 13 | 4.3 |
| All Other Skilled Craft and Kindred Workers | 59001 | 80 | 0.5 | NA | - | - | NA |
| All Other Operatives and Semi Skilled Workers | 59002 | 150 | 1.0 | NA | - | - | NA |

| OCCUPATIONAL TITLE | OES CODE | JUNE 1982 EST. EMPL. 1/ | PERCENT OF TOTAL | RELATIVE ERROR 2/ | RANGE HIGH | RANGE LOW | PERCENT OF FIRMS REPORTING |
|---|---|---|---|---|---|---|---|
| CLERICAL OCCUPATIONS | 60000 | 5,300 | 34.5 | | | | |
| All Other Office Machine Operators | 61199 | 2 | * | NA | - | - | NA |
| Bookkeepers, Hand | 61307 | 127 | 0.8 | 38 | 175 | 79 | 28.7 |
| Cashiers | 61314 | 4,131 | 26.9 | 8 | 4,454 | 3,808 | 63.8 |
| Collectors | 61319 | 46 | 0.3 | 31 | 60 | 32 | 5.3 |
| General Clerks, Office | 61333 | 389 | 2.5 | 40 | 545 | 233 | 27.7 |
| All Other Office Clerical Workers | 61900 | 73 | 0.5 | NA | - | - | NA |
| Marking Clerks | 62024 | 441 | 2.9 | 30 | 573 | 309 | 5.3 |
| All Other Plant Clerical Workers | 62900 | 91 | 0.6 | NA | - | - | NA |
| SALES OCCUPATIONS | 70000 | 1,847 | 12.1 | | | | |
| Sales Clerks | 72002 | 1,513 | 9.9 | 24 | 1,881 | 1,145 | 46.8 |
| All Other Sales Workers | 79000 | 334 | 2.2 | NA | - | - | NA |

* Less Than 0.05 Percent

STAFFING PATTERNS

RETAIL TRADE INDUSTRIES

FOOD STORES

(SIC 54)

Estimates covering the following occupations were not shown separately because of fewer than ten (10) employees, a relative error greater than 50 percent or disclosure of confidential employer information. They were however included in the appropriate "all" or "all other" category.

Accounting Clerks
Adjustment Clerks
Bakers
Buyers, Retail/Wholesale Trade
Cake Decorators
Carpenters
Commercial Artists
Cooks, Short Order
Cooks, Restaurant
Counter Attendants
Kitchen Helpers
Life Scientists
Maintenance Repairmen, General Utility
Managers, Merchandise
Managers, Restaurant
Payroll/Timekeeping Clerks
Personnel Clerks
Personnel and Labor Relations Specialists
Production Packagers
Receptionists
Sales Representatives
Secretaries
Service Clerks
Shipping/Receiving Clerks
Switchboard Operators/Receptionists
Truck Drivers
Typists

OCCUPATIONAL EMPLOYMENT
RETAIL TRADE INDUSTRIES
AUTOMOTIVE DEALERS AND GASOLINE SERVICE STATIONS
(SIC 55)

This major group includes retail dealers selling new and used automobiles, boats, recreational and utility trailers, and motor cycles; those selling new automobile parts and accessories; and gasoline service stations. Establishments dealing exclusively in used automobiles, and automobile repair shops maintained by those establishments selling new automobiles, are also included. Within this group, the largest industry is SIC-551-Motor Vehicle Dealers (New and Used).

Compared to a similar survey in 1979, employment in SIC 55 declined by 489 workers or 6 percent. Significant losses were reported in Production and Sales with 302 and 161 fewer workers respectively.

Our sample consisted of 154 units representing an employment of 2,675. Usable responses were received from 111 units or 72 percent of the units sampled. The reported employment was 1,885.

THE TEN OCCUPATIONS EMPLOYING THE

LARGEST NUMBER OF WORKERS

LISTED BY ORDER OF RANK

| RANK | OES CODE | OCCUPATIONAL TITLE | JUNE 1982 ESTIMATED EMPLOYMENT 1/ |
|---|---|---|---|
| 1 | 51008 | Mechanics, Automotive | 1,657 |
| 2 | 55D67 | Fuel Pump Attendants | 1,201 |
| 3 | 71000 | Sales Representatives | 797 |
| 4 | 10035 | Managers, Store | 633 |
| 5 | 72002 | Sales Clerks | 342 |
| 6 | 10046 | Managers, Automobile Service Department | 290 |
| 7 | 55D68 | Tire Changers | 258 |
| 8 | 61314 | Cashiers | 250 |
| 9 | 61333 | General Clerks, Office | 237 |
| 10 | 51012 | Body Repairers, Automotive | 217 |

| OCCUPATIONAL TITLE | OES CODE | JUNE 1982 EST. EMPL. 1/ | PERCENT OF TOTAL | RELATIVE ERROR 2/ | RANGE HIGH | RANGE LOW | PERCENT OF FIRMS REPORTING |
|---|---|---|---|---|---|---|---|
| All Other Operatives and Semi Skilled Workers | 59002 | 128 | 1.5 | NA | - | - | NA |
| All Other Laborers and Unskilled Workers | 59003 | 28 | 0.3 | NA | - | - | NA |
| CLERICAL OCCUPATIONS | 60000 | 1,396 | 17.1 | | | | |
| All Other Office Machine Operators | 61199 | 1 | * | NA | - | - | NA |
| Accounting Clerks | 61301 | 203 | 2.5 | 26 | 256 | 150 | 24.3 |
| Bookkeepers, Hand | 61307 | 185 | 2.3 | 19 | 221 | 149 | 32.4 |
| Cashiers | 61314 | 250 | 3.0 | 42 | 355 | 145 | 14.4 |
| General Clerks,Office | 61333 | 237 | 2.9 | 20 | 284 | 190 | 29.7 |
| Secretaries | 61368 | 99 | 1.2 | 32 | 131 | 67 | 15.3 |
| Service Clerks | 61373 | 196 | 2.4 | 27 | 249 | 143 | 15.3 |
| All Other Office Clerical Workers | 61900 | 24 | 0.3 | NA | - | - | NA |
| Stock Clerks, Stockroom, Warehouse, or Storage Yard | 62008 | 196 | 2.4 | 19 | 233 | 159 | 19.8 |
| All Other Plant Clerical Workers | 62900 | 5 | 0.1 | NA | - | - | NA |
| SALES OCCUPATIONS | 70000 | 1,150 | 14.0 | | | | |
| Sales Representatives | 71000 | 797 | 9.7 | 13 | 897 | 697 | 42.3 |
| Sales Clerks | 72002 | 342 | 4.2 | 46 | 500 | 184 | 11.7 |
| All Other Sales Workers | 79000 | 11 | 0.1 | NA | - | - | NA |

* Less Than 0.05 Percent

THE FIVE MOST FREQUENTLY REPORTED OCCUPATIONS

LISTED BY ORDER OF RANK

| RANK | OES CODE | OCCUPATIONAL TITLE | PERCENT OF FIRMS REPORTING |
|---|---|---|---|
| 1 | 51008 | Mechanics, Automotive | 68.5 |
| 2 | 10035 | Managers, Store | 50.5 |
| 3 | 71000 | Sales Representatives | 42.3 |
| 4 | 55D67 | Fuel Pump Attendants | 40.5 |
| | 10046 | Managers, Automobile Service Department | 40.5 |

STAFFING PATTERNS

RETAIL TRADE INDUSTRIES

AUTOMOTIVE DEALERS AND GASOLINE SERVICE STATIONS

(SIC 55)

| OCCUPATIONAL TITLE | OES CODE | JUNE 1982 EST. EMPL. | PERCENT OF TOTAL | RELATIVE ERROR | RANGE HIGH | RANGE LOW | PERCENT OF FIRMS REPORTING |
|---|---|---|---|---|---|---|---|
| | | 1/ | | 2/ | | | |
| TOTAL ALL OCCUPATIONS | | 8,234 | 100.0 | | | | |
| MANAGERS AND OFFICERS | | 1,200 | 14.6 | | | | |
| Managers, Store | 10035 | 633 | 7.7 | 12 | 707 | 559 | 50.5 |
| Managers, Automobile Service Department | 10046 | 290 | 3.5 | 11 | 323 | 257 | 40.5 |
| Managers, Automotive Parts Department | 10047 | 211 | 2.6 | 12 | 235 | 187 | 31.5 |
| All Other Managers | 19000 | 66 | 0.8 | NA | - | - | NA |
| PROFESSIONAL OCCUPATIONS | 20000 | 142 | 1.7 | | | | |
| Accountants and Auditors | 25401 | 142 | 1.7 | 20 | 171 | 113 | 16.2 |
| TECHNICAL OCCUPATIONS | 30000 | 29 | 0.3 | NA | - | - | NA |
| SERVICE OCCUPATIONS | 40000 | 70 | 0.9 | | | | |
| Janitors, Porters and Cleaners | 41000 | 63 | 0.8 | 26 | 79 | 47 | 10.8 |
| All Other Food Service Workers | 43900 | 7 | 0.1 | NA | - | - | NA |
| PRODUCTION OCCUPATIONS | 50000 | 4,247 | 51.4 | | | | |
| Mechanics, Automotive | 51008 | 1,657 | 20.1 | 8 | 1,795 | 1,519 | 68.5 |
| Body Repairers, Automotive | 51012 | 217 | 2.6 | 21 | 262 | 172 | 18.0 |
| Marine Mechanics | 51042 | 29 | 0.4 | 24 | 36 | 22 | 4.5 |
| Motorboat Mechanics | 51057 | 50 | 0.6 | 42 | 71 | 29 | 4.5 |
| All Other Mechanics and Repairmen | 51900 | 60 | 0.7 | NA | - | - | NA |
| Truck Drivers | 54000 | 43 | 0.5 | 34 | 58 | 28 | 5.4 |
| Cleaners, Vehicle | 55A61 | 178 | 2.2 | 26 | 224 | 132 | 15.3 |
| Supervisors, Nonworking | 55B29 | 50 | 0.6 | 34 | 67 | 33 | 9.0 |
| Helpers, Trades | 55B87 | 174 | 2.1 | 26 | 220 | 128 | 17.1 |
| Painters, Automotive | 55C11 | 62 | 0.8 | 46 | 91 | 33 | 7.2 |
| Fuel Pump Attendants | 55D67 | 1,201 | 14.6 | 16 | 1,396 | 1,006 | 40.5 |
| Tire Changers | 55D68 | 258 | 3.1 | 30 | 335 | 181 | 10.8 |
| Mobile Home Repairers | 55T35 | 25 | 0.3 | 14 | 28 | 22 | 5.4 |
| All Other Skilled Craft and Kindred Workers | 59001 | 87 | 1.0 | NA | - | - | NA |

STAFFING PATTERNS

RETAIL TRADE INDUSTRIES

AUTOMOTIVE DEALERS AND GASOLINE SERVICE STATIONS

(SIC 55)

Estimates covering the following occupations were not shown separately because of fewer than ten (10) employees, a relative error greater than 50 percent or disclosure of confidential employer information. They were however included in the appropriate "all" or "all other" category.

Adjustment Clerks
Automobile Repair-Service Estimators
Delivery and Route Workers
Diesel Mechanics
Dispatchers, Vehicle, Service or Work
File Clerks
Heavy Equipment Operators
Maintenance Repairers, General Utility
Mechanics, Aircraft
Painters, Maintenance
Payroll/Timekeeping Clerks
Receptionists
Shipping Packers
Shipping/Receiving Clerks
Stenographers
Switchboard Operators
Tire Fabricators/Repairers
Typists

OCCUPATIONAL EMPLOYMENT
RETAIL TRADE INDUSTRIES
APPAREL AND ACCESSORY STORES
(SIC 56)

This major group includes retail stores primarily engaged in selling new clothing, shoes, hats, underwear, and related articles for personal wear and adornment. Also included are furriers and custom tailors carrying stocks of materials within this group, the largest industry is SIC - 565 - Family Clothing Stores.

Compared to a similar survey in 1979, employment in SIC-56 grew by 122 workers or 3 percent. Sales and Managers and Officers were the only occupational groups reporting gains in employing during the three year span. They added 100 and 186 workers respectively. The specific occupations which showed the largest gains in employment were Sales Clerks and Store Managers which added 370 and 159 workers respectively.

Our sample consisted of 213 units representing an employment of 3,256. Usable responses were received from 162 units or 76 percent of the units sampled. The reported employment was 2,492.

THE TEN OCCUPATIONS EMPLOYING THE

LARGEST NUMBER OF WORKERS

LISTED BY ORDER OF RANK

| RANK | OES CODE | OCCUPATIONAL TITLE | JUNE 1982 ESTIMATED EMPLOYMENT 1/ |
|---|---|---|---|
| 1 | 72002 | Sales Clerks | 2,041 |
| 2 | 10035 | Managers, Store | 556 |
| 3 | 71000 | Sales Representatives | 415 |
| 4 | 61314 | Cashiers | 206 |
| 5 | 55D74 | Stock Clerks, Sales | 108 |
| 6 | 25301 | Buyers, Retail/Wholesale Trade | 96 |
| 7 | 10032 | Managers, Merchandise | 81 |
| | 61333 | General Clerks, Office | 81 |
| 8 | 61307 | Bookkeepers, Hand | 80 |
| 9 | 55D05 | Alteration Tailors | 75 |

STAFFING PATTERNS

RETAIL TRADE INDUSTRIES

APPAREL AND ACCESSORY STORES

(SIC 56)

| OCCUPATIONAL TITLE | OES CODE | JUNE 1982 EST. EMPL. 1/ | PERCENT OF TOTAL | RELATIVE ERROR 2/ | RANGE HIGH | RANGE LOW | PERCENT OF FIRMS REPORTING |
|---|---|---|---|---|---|---|---|
| TOTAL ALL OCCUPATIONS | | 4,000 | 100.0 | | | | |
| MANAGERS AND OFFICERS | 10000 | 657 | 16.4 | | | | |
| Managers, Merchandise | 10032 | 81 | 2.0 | 15 | 93 | 69 | 22.8 |
| Managers, Store | 10035 | 556 | 13.9 | 5 | 580 | 532 | 84.0 |
| All Other Managers | 19000 | 20 | 0.5 | NA | - | - | NA |
| PROFESSIONAL OCCUPATIONS | 20000 | 101 | 2.5 | | | | |
| Buyers, Retail/Wholesale Trade | 25301 | 96 | 2.4 | 13 | 108 | 84 | 22.2 |
| All Other Professional Workers | 29000 | 5 | 0.1 | NA | - | - | NA |
| SERVICE OCCUPATIONS | 40000 | 21 | 0.5 | | | | |
| Janitors, Porters and Cleaners | 41000 | 21 | 0.5 | 26 | 27 | 15 | 7.4 |
| PRODUCTION OCCUPATIONS | 50000 | 262 | 6.5 | | | | |
| All Other Mechanics and Repairers | 51900 | 13 | 0.3 | NA | - | - | NA |
| Merchandise Displayers | 55A93 | 22 | 0.5 | 33 | 29 | 15 | 4.3 |
| Alteration Tailors | 55D05 | 75 | 1.9 | 18 | 89 | 61 | 14.2 |
| Stock Clerks, Sales | 55D74 | 108 | 2.7 | 20 | 130 | 86 | 13.6 |
| All Other Skilled Craft and Kindred Workers | 59001 | 4 | 0.1 | NA | - | - | NA |
| All Other Operatives and Semiskilled Workers | 59002 | 37 | 0.9 | NA | - | - | NA |
| All Other Laborers and Unskilled Workers | 59003 | 3 | 0.1 | NA | - | - | NA |
| CLERICAL OCCUPATIONS | 60000 | 503 | 12.7 | | | | |
| Accounting Clerks | 61301 | 27 | 0.7 | 19 | 32 | 22 | 8.6 |
| Bookkeepers, Hand | 61307 | 80 | 2.0 | 16 | 93 | 67 | 13.5 |
| Cashiers | 61314 | 206 | 5.2 | 12 | 232 | 180 | 14.2 |
| General Clerks, Office | 61333 | 81 | 2.0 | 10 | 89 | 73 | 13.6 |
| All Other Office Clerical Workers | 61900 | 8 | 0.2 | NA | - | - | NA |

| OCCUPATIONAL TITLE | OES CODE | JUNE 1982 EST. EMPL. 1/ | PERCENT OF TOTAL | RELATIVE ERROR 2/ | RANGE HIGH | RANGE LOW | PERCENT OF FIRMS REPORTING |
|---|---|---|---|---|---|---|---|
| Shipping and Receiving Clerks | 62000 | 46 | 1.2 | 13 | 52 | 40 | 12.3 |
| Stock Clerks, Stockroom, Warehouse, or Storage Yard | 62008 | 55 | 1.4 | 16 | 64 | 46 | 8.0 |
| SALES OCCUPATIONS | 70000 | 2,456 | 61.4 | | | | |
| Sales Representatives | 71000 | 415 | 10.4 | 12 | 467 | 363 | 24.1 |
| Sales Clerks | 72002 | 2,041 | 51.0 | 4 | 2,117 | 1,965 | 75.3 |

THE FIVE MOST FREQUENTLY REPORTED OCCUPATIONS

LISTED BY ORDER OF RANK

| RANK | OES CODE | OCCUPATIONAL TITLE | PERCENT OF FIRMS REPORTING |
|---|---|---|---|
| 1 | 10035 | Managers, Store | 84.0 |
| 2 | 72002 | Sales Clerks | 75.3 |
| 3 | 71000 | Sales Representatives | 24.1 |
| 4 | 61307 | Bookkeepers, Hand | 23.5 |
| 5 | 10032 | Managers, Merchandise | 22.8 |

Estimates covering the following occupations were not shown separately because of fewer than ten (10) employees, a relative error greater than 50 percent or disclosure of confidential employer information. They were however included in the appropriate "all" or "all other" category.

Custom Tailors
Delivery and Route Workers
Maintenance Repairmen, General Utility
Personnel and Labor Relations Specialists
Sewers, Custom

OCCUPATIONAL EMPLOYMENT
RETAIL TRADE INDUSTRIES
FURNITURE, HOME FURNISHINGS, AND EQUIPMENT STORES
(SIC 57)

This major group includes retail stores selling goods used for furnishing the home such as furniture, floor coverings, draperies, glass and chinaware, domestic stoves, refrigerators, and other household electrical and gas appliances. Stores selling electrical and gas appliances are included if the major part of their sales is for use in the home. Within this group, the largest industry is SIC-571-Furniture, Home Furnishings, and Equipment Stores, except Appliances.

Compared to a similar survey in 1979, employment in SIC-57 grew by 41 workers or 2 percent. Employment gains were reported in all occupational groups except Clerical, Production and Services. The largest gain occurred in Sales which added 225 workers. The specific occupation which showed the largest gain in employment was Sales Clerk which added 98 workers.

Our sample consisted of 165 units representing an employment of 1,735. Usable responses were received from 118 units or 72 percent of the units sampled. The reported employment was 1,253.

THE TEN OCCUPATIONS EMPLOYING THE

LARGEST NUMBER OF WORKERS

LISTED BY ORDER OF RANK

| RANK | OES CODE | OCCUPATIONAL TITLE | JUNE 1982 ESTIMATED EMPLOYMENT 1/ |
|---|---|---|---|
| 1 | 71000 | Sales Representatives | 576 |
| 2 | 10035 | Managers, Store | 362 |
| 3 | 72002 | Sales Clerks | 335 |
| 4 | 55A87 | Delivery and Route Workers | 166 |
| 5 | 51055 | Television Servicers | 95 |
| 6 | 61307 | Bookkeepers, Hand | 93 |
| 7 | 61333 | General Clerks, Office | 89 |
| 8 | 61301 | Accounting Clerks | 58 |
| | 51052 | Refrigeration/Air Conditioning Mechanics | 58 |
| 9 | 61314 | Cashiers | 57 |

Estimates covering the following occupations were not shown separately because of fewer than ten (10) employees, a relative error greater than 50 percent or disclosure of confidential employer information. They were however included in the appropriate "all" or "all other" category.

Accountants and Auditors
Cabinet Makers
Ceiling-Tile Installers
Data Processing Machine Repairers
Furniture Finishers
Furniture Upholsterers
Maintenance Repairers, General Utility
Musical Instrument Repairers
Public Relations Practitioners
Receptionists
Shipping Packers
Supervisors, Nonworking
Switchboard Operators
Switchboard Operator/Receptionists

STAFFING PATTERNS

RETAIL TRADE INDUSTRIES

FURNITURE, HOME FURNISHINGS AND EQUIPMENT STORES

(SIC 57)

| OCCUPATIONAL TITLE | OES CODE | JUNE 1982 EST. EMPL. 1/ | PERCENT OF TOTAL | RELATIVE ERROR 2/ | RANGE HIGH | RANGE LOW | PERCENT OF FIRMS REPORTING |
|---|---|---|---|---|---|---|---|
| TOTAL ALL OCCUPATIONS | | 2,563 | 100.0 | | | | |
| MANAGERS AND OFFICERS | | 431 | 16.8 | | | | |
| Managers, Merchandise | 10032 | 34 | 1.3 | 18 | 40 | 28 | 12.7 |
| Managers, Store | 10035 | 362 | 14.2 | 5 | 382 | 342 | 83.1 |
| All Other Managers | 19000 | 35 | 1.3 | NA | - | - | NA |
| PROFESSIONAL OCCUPATIONS | 20000 | 111 | 4.3 | | | | |
| All Other Engineers | 21900 | 5 | 0.2 | NA | - | - | NA |
| Buyers, Retail/Wholesale Trade | 25301 | 53 | 2.1 | 18 | 63 | 43 | 15.3 |
| Designers | 25489 | 43 | 1.7 | 31 | 56 | 30 | 8.5 |
| All Other Professional Workers | 29000 | 10 | 0.3 | NA | - | - | NA |
| TECHNICAL OCCUPATIONS | 30000 | 14 | 0.5 | NA | - | - | NA |
| SERVICE OCCUPATIONS | 40000 | 23 | 0.9 | | | | |
| Janitors, Porters and Cleaners | 41000 | 23 | 0.9 | 18 | 27 | 19 | 11.9 |
| PRODUCTION OCCUPATIONS | 50000 | 637 | 24.9 | | | | |
| Refrigeration/Air Conditioning Mechanics | 51052 | 58 | 2.3 | 41 | 82 | 34 | 5.1 |
| Television Servicers | 51055 | 95 | 3.7 | 29 | 123 | 67 | 13.6 |
| Gas and Electric Appliance Repairers | 51080 | 49 | 1.9 | 27 | 62 | 36 | 6.8 |
| All Other Mechanics and Repairers | 51900 | 5 | 0.2 | NA | - | - | NA |
| Truck Drivers | 54000 | 51 | 2.0 | 20 | 61 | 41 | 13.6 |
| Carpet Cutters/Carpet Layers | 55A44 | 56 | 2.2 | 22 | 68 | 44 | 9.3 |
| Delivery and Route Workers | 55A87 | 166 | 6.5 | 20 | 198 | 134 | 29.7 |
| Sewing Machine Operators, Regular Equipment, Non-Garment | 55C78 | 11 | 0.4 | 42 | 16 | 6 | 2.5 |
| Sewing Machine Operators, Special Equipment, Non-Garment | 55C79 | 15 | 0.6 | 42 | 21 | 9 | 3.4 |

| OCCUPATIONAL TITLE | OES CODE | JUNE 1982 EST. EMPL. | PERCENT OF TOTAL | RELATIVE ERROR | RANGE HIGH | RANGE LOW | PERCENT OF FIRMS REPORTING |
|---|---|---|---|---|---|---|---|
| | | 1/ | | 2/ | | | |
| Furniture Assemblers | 55D54 | 25 | 1.0 | 26 | 31 | 19 | 6.8 |
| Household Appliance Installers | 55D73 | 26 | 1.0 | 27 | 33 | 19 | 5.9 |
| Stock Clerks, Sales | 55D74 | 18 | 0.7 | 31 | 23 | 13 | 5.1 |
| All Other Skilled Craft and Kindred Workers | 59001 | 58 | 2.2 | NA | - | - | NA |
| All Other Operatives and Semiskilled Workers | 59002 | 4 | 0.2 | NA | - | - | NA |
| CLERICAL OCCUPATIONS | 60000 | 436 | 17.0 | | | | |
| Accounting Clerks | 61301 | 58 | 2.3 | 17 | 68 | 48 | 15.3 |
| Bookkeepers, Hand | 61307 | 93 | 3.6 | 14 | 106 | 80 | 30.5 |
| Cashiers | 61314 | 57 | 2.2 | 22 | 70 | 44 | 15.3 |
| General Clerks, Office | 61333 | 89 | 3.5 | 13 | 101 | 77 | 25.4 |
| Secretaries | 61368 | 24 | 0.9 | 19 | 29 | 19 | 10.2 |
| Clerical Supervisors | 61396 | 22 | 0.9 | 24 | 27 | 17 | 9.3 |
| All Other Office Clerical Workers | 61900 | 6 | 0.2 | NA | - | - | NA |
| Shipping/Receiving Clerks | 62005 | 33 | 1.3 | 25 | 41 | 33 | 10.2 |
| Stock Clerks, Stockroom, Warehouse, or Storage Yard | 62008 | 45 | 1.8 | 17 | 53 | 37 | 13.6 |
| All Other Plant Clerical Workers | 62900 | 9 | 0.3 | NA | - | - | NA |
| SALES OCCUPATIONS | 70000 | 911 | 35.6 | | | | |
| Sales Representatives | 71000 | 576 | 22.5 | 9 | 629 | 523 | 53.4 |
| Sales Clerks | 72002 | 335 | 13.1 | 15 | 387 | 283 | 28.0 |

THE FIVE MOST FREQUENTLY REPORTED OCCUPATIONS

LISTED BY ORDER OF RANK

| RANK | OES CODE | OCCUPATIONAL TITLE | PERCENT OF FIRMS REPORTING |
|---|---|---|---|
| 1 | 10035 | Managers, Store | 83.1 |
| 2 | 71000 | Sales Representatives | 53.4 |
| 3 | 61307 | Bookkeepers, Hand | 30.5 |
| 4 | 55A87 | Delivery and Route Workers | 29.7 |
| 5 | 72002 | Sales Clerks | 28.0 |

OCCUPATIONAL EMPLOYMENT
RETAIL TRADE INDUSTRIES
EATING AND DRINKING PLACES
(SIC 58)

This major group includes retail establishments selling prepared foods and drinks for consumption on the premises. Within this group, the largest industry is SIC-5812-Eating Places, such as Restaurants, Cafeterias and Hot Dog Stands. The only other industry SIC 5813, Bars and Night Clubs account for only one percent of the employment in SIC 58.

Compared to a similar survey in 1979, employment in SIC 58 grew by 1,095 workers or 5 percent. Employment losses were reported in all occupational groups except Production and Service which added 77 and 1,530 workers respectively.

Our sample consisted of 68 units representing an employment of 3,629. Usable responses were received from 49 units or 72 percent of the units sampled. The reported employment was 2,875.

THE TEN OCCUPATIONS EMPLOYING THE

LARGEST NUMBER OF WORKERS

LISTED BY ORDER OF RANK

| RANK | OES CODE | OCCUPATIONAL TITLE | JUNE 1982 ESTIMATED EMPLOYMENT 1/ |
|---|---|---|---|
| 1 | 43009 | Waiters and Waitresses | 7,545 |
| 2 | 43014 | Food Preparation and Service Workers, Fast Food Restaurant | 3,774 |
| 3 | 43007 | Kitchen Helpers | 1,824 |
| 4 | 43013 | Cooks, Restaurant | 1,541 |
| 5 | 43011 | Cooks, Short Order/Specialty Fast Foods | 1,316 |
| 6 | 10049 | Managers, Restaurant | 977 |
| 7 | 43002 | Bartenders | 783 |
| 8 | 43003 | Dining Room Attendants | 689 |
| 9 | 43006 | Hostesses, Restaurant | 594 |
| 10 | 61314 | Cashiers | 544 |

STAFFING PATTERNS

RETAIL TRADE INDUSTRIES

EATING AND DRINKING PLACES

(SIC 58)

| OCCUPATIONAL TITLE | OES CODE | JUNE 1982 EST. EMPL. 1/ | PERCENT OF TOTAL | RELATIVE ERROR 2/ | RANGE HIGH | RANGE LOW | PERCENT OF FIRMS REPORTING |
|---|---|---|---|---|---|---|---|
| TOTAL ALL OCCUPATIONS | | 22,968 | 100.0 | | | | |
| MANAGERS AND OFFICERS | 10000 | 1,122 | 4.9 | | | | |
| Directors, Food and Beverage | 10011 | 125 | 0.5 | 42 | 177 | 73 | 20.4 |
| Managers, Restaurant | 10049 | 977 | 4.3 | 19 | 1,167 | 787 | 73.5 |
| All Other Managers | 19000 | 20 | 0.1 | NA | - | - | NA |
| PROFESSIONAL OCCUPATIONS | 20000 | 3 | * | NA | - | - | NA |
| SERVICE OCCUPATIONS | 40000 | 20,609 | 89.7 | | | | |
| Janitors, Porters and Cleaners | 41000 | 302 | 1.3 | 49 | 450 | 154 | 28.6 |
| Bartenders | 43002 | 783 | 3.4 | 27 | 991 | 575 | 40.8 |
| Dining Room Attendants | 43003 | 689 | 3.0 | 35 | 933 | 445 | 28.6 |
| Hostesses, Restaurant | 43006 | 594 | 2.6 | 30 | 770 | 418 | 32.7 |
| Kitchen Helpers | 43007 | 1,824 | 7.9 | 17 | 2,129 | 1,519 | 57.1 |
| Waiters or Waitresses | 43009 | 7,545 | 32.9 | 13 | 8,554 | 6,536 | 65.3 |
| Cooks, Short Order/ Specialty Fast Foods | 43011 | 1,316 | 5.7 | 46 | 1,918 | 714 | 28.6 |
| Cooks, Restaurant | 43013 | 1,541 | 6.7 | 24 | 1,909 | 1,173 | 49.0 |
| Food Preparation and Service Workers, Fast Food Restaurant | 43014 | 3,774 | 16.4 | 28 | 4,818 | 2,730 | 22.4 |
| All Other Food Service Workers | 43900 | 2,119 | 9.2 | NA | - | - | NA |
| Supervisors, Nonworking Service Only | 44014 | 110 | 0.5 | 44 | 158 | 62 | 14.3 |
| All Other Service Workers | 49000 | 12 | 0.1 | NA | - | - | NA |
| PRODUCTION WORKERS | 50000 | 187 | 0.8 | | | | |
| Maintenance Repairmen, General Utility | 55B86 | 47 | 0.2 | 43 | 67 | 27 | 8.2 |
| All Other Operatives and Semiskilled Workers | 59002 | 140 | 0.6 | NA | - | - | NA |

* Less Than 0.05 Percent

| OCCUPATIONAL TITLE | OES CODE | JUNE 1982 EST. EMPL. 1/ | PERCENT OF TOTAL | RELATIVE ERROR 2/ | RANGE HIGH | RANGE LOW | PERCENT OF FIRMS REPORTING |
|---|---|---|---|---|---|---|---|
| CLERICAL OCCUPATIONS | 60000 | 982 | 4.3 | | | | |
| Bookkeepers, Hand | 61307 | 232 | 1.0 | 33 | 308 | 156 | 34.7 |
| Cashiers | 61314 | 544 | 2.4 | 35 | 733 | 355 | 24.5 |
| All Other Office Clerical Workers | 61900 | 206 | 0.9 | NA | - | - | NA |
| SALES OCCUPATIONS | 70000 | 65 | 0.3 | NA | - | - | NA |

THE FIVE MOST FREQUENTLY REPORTED OCCUPATIONS

LISTED BY ORDER OF RANK

| RANK | OES CODE | OCCUPATIONAL TITLE | PERCENT OF FIRMS REPORTING |
|---|---|---|---|
| 1 | 10049 | Managers, Restaurant | 73.5 |
| 2 | 43009 | Waiters and Waitresses | 65.3 |
| 3 | 43007 | Kitchen Helpers | 57.1 |
| 4 | 43013 | Cooks, Restaurant | 49.0 |
| 5 | 43002 | Bartenders | 40.8 |

Estimates covering the following occupations were not shown separately because of fewer than ten (10) employees, a relative error greater than 50 percent or disclosure of confidential employer information. They were however included in the appropriate "All" or "All Other" category.

Accounting Clerks
Bakers, Bread/Pastry
Butchers/Meatcutters
Counter Attendants
General Clerks Office
Pantry, Sandwich/Coffee Makers
Sales Clerks
Sales Representatives
Secretaries

OCCUPATIONAL EMPLOYMENT
RETAIL TRADE INDUSTRIES
MISCELLANEOUS RETAIL
(SIC 59)

This major group includes retail establishments not classified elsewhere. Within this group, the largest industry is SIC-594-Miscellaneous Shopping Goods Stores.

Compared to a similar survey in 1979, employment in SIC 59 grew by 962 workers or 11 percent. Employment gains were reported in all occupational groups except Production which lost 173 workers. The largest gain was in Sales which added 515 workers.
Our sample consisted of 443 units representing an employment of 6,701. Usable responses were received from 325 units or 73 percent of the units sampled. The reported employment was 4,602.

THE TEN OCCUPATIONS EMPLOYING THE
LARGEST NUMBER OF WORKERS
LISTED BY ORDER OF RANK

| RANK | OES CODE | OCCUPATIONAL TITLE | JUNE 1982 ESTIMATED EMPLOYMENT 1/ |
|---|---|---|---|
| 1 | 72002 | Sales Clerks | 2,469 |
| 2 | 10035 | Managers, Store | 982 |
| 3 | 61314 | Cashiers | 766 |
| 4 | 71000 | Sales Representatives | 707 |
| 5 | 55A87 | Delivery and Route Workers | 435 |
| 6 | 61333 | General Clerks, Office | 332 |
| 7 | 25466 | Pharmacists | 324 |
| 8 | 61307 | Bookkeepers, Hand | 279 |
| 9 | 55C04 | Oil-Burner-Installers | 238 |
| 10 | 54000 | Truck Drivers | 220 |

THE FIVE MOST FREQUENTLY REPORTED OCCUPATIONS
LISTED BY ORDER OF RANK

| RANK | OES CODE | OCCUPATIONAL TITLE | PERCENT OF FIRMS REPORTING |
|---|---|---|---|
| 1 | 10035 | Managers, Store | 60.6 |
| 2 | 72002 | Sales Clerks | 40.3 |
| 3 | 61307 | Bookkeepers, Hand | 31.1 |
| 4 | 55A87 | Delivery and Route Workers | 28.3 |
| 5 | 71000 | Sales Representatives | 25.5 |

STAFFING PATTERNS

RETAIL TRADE INDUSTRIES

MISCELLANEOUS RETAIL

(SIC 59)

| OCCUPATIONAL TITLE | OES CODE | JUNE 1982 EST. EMPL. | PERCENT OF TOTAL | RELATIVE ERROR | RANGE HIGH | RANGE LOW | PERCENT OF FIRMS REPORTING |
|---|---|---|---|---|---|---|---|
| | | 1/ | | 2/ | | | |
| TOTAL ALL OCCUPATIONS | | 9,986 | 100.0 | | | | |
| MANAGERS AND OFFICERS | 10000 | 1,300 | 12.9 | | | | |
| Managers, Merchandise | 10032 | 210 | 2.1 | 13 | 237 | 183 | 17.5 |
| Managers, Store | 10035 | 982 | 9.8 | 5 | 1,031 | 933 | 60.6 |
| All Other Managers | 19000 | 108 | 1.0 | NA | - | - | NA |
| PROFESSIONAL OCCUPATIONS | 20000 | 688 | 7.4 | | | | |
| All Other Engineers | 21900 | 2 | * | NA | - | - | NA |
| All Other Mathematical Scientists | 22199 | 2 | * | NA | - | - | NA |
| Buyers, Retail/Wholesale Trade | 25301 | 182 | 1.8 | 13 | 206 | 158 | 11.7 |
| Pharmacists | 25466 | 324 | 3.2 | 9 | 353 | 295 | 11.4 |
| Designers | 25489 | 144 | 1.4 | 19 | 172 | 116 | 8.6 |
| All Other Professional Workers | 29000 | 34 | 1.0 | NA | - | - | NA |
| TECHNICAL OCCUPATIONS | 30000 | 21 | 0.2 | NA | - | - | NA |
| SERVICE OCCUPATIONS | 40000 | 208 | 2.0 | | | | |
| Janitors, Porters, and Cleaners | 41000 | 45 | 0.4 | 23 | 55 | 35 | 5.8 |
| All Other Food Service Workers | 43900 | 144 | 1.4 | NA | - | - | NA |
| All Other Service Workers | 49000 | 19 | 0.2 | NA | - | - | NA |
| PRODUCTION OCCUPATIONS | 50000 | 1,926 | 19.2 | | | | |
| Mechanics, Automotive | 51008 | 53 | 0.5 | 28 | 58 | 48 | 6.5 |
| Bicycle Repairers | 51016 | 51 | 0.5 | 46 | 74 | 28 | 2.2 |
| Laundry-Machine Mechanics | 51039 | 17 | 0.2 | 42 | 24 | 10 | 1.2 |
| Television Servicers | 51055 | 21 | 0.2 | 36 | 28 | 14 | 1.2 |
| Vending Machine Servicer/ Repairer | 51056 | 50 | 0.5 | 37 | 68 | 32 | 2.5 |
| Gas and Electric Appliance Repairers | 51080 | 62 | 0.6 | 14 | 71 | 53 | 7.7 |
| All Other Mechanics and Repairmen | 51900 | 31 | 0.3 | NA | - | - | NA |
| Truck Drivers | 54000 | 220 | 2.2 | 9 | 240 | 200 | 16.6 |

| OCCUPATIONAL TITLE | OES CODE | JUNE 1982 EST. EMPL. 1/ | PERCENT OF TOTAL | RELATIVE ERROR 2/ | RANGE HIGH | RANGE LOW | PERCENT OF FIRMS REPORTING |
|---|---|---|---|---|---|---|---|
| Delivery and Route Workers | 55A87 | 435 | 4.4 | 11 | 482 | 388 | 28.3 |
| Supervisors, Nonworking | 55B29 | 63 | 0.6 | 19 | 75 | 51 | 6.2 |
| Maintenance Repairers, General Utility | 55B86 | 87 | 0.9 | 12 | 98 | 76 | 7.1 |
| Oil-Burner-Installers | 55C04 | 238 | 2.4 | 5 | 249 | 227 | 21.2 |
| Order Fillers | 55C08 | 203 | 2.0 | 27 | 258 | 148 | 4.6 |
| Fuel Pump Attendants | 55D67 | 21 | 0.2 | 47 | 31 | 11 | 1.2 |
| Stock Clerks, Sales | 55D74 | 158 | 1.6 | 25 | 197 | 119 | 7.1 |
| All Other Skilled Craft and Kindred Workers | 59001 | 43 | 0.4 | NA | - | - | NA |
| All Other Operatives and Semiskilled Workers | 59002 | 62 | 0.6 | NA | - | - | NA |
| All Other Laborers and Unskilled Workers | 59003 | 111 | 1.1 | NA | - | - | NA |
| CLERICAL OCCUPATIONS | 60000 | 2,637 | 26.3 | | | | |
| Bookkeeping/Billing Machine Operators | 61103 | 105 | 1.0 | 11 | 116 | 94 | 17.8 |
| Computer operators | 61105 | 14 | 0.1 | 20 | 17 | 11 | 1.0 |
| All Other Office Machine Operators | 61199 | 36 | 0.4 | NA | - | - | NA |
| Accounting Clerks | 61301 | 148 | 1.5 | 11 | 164 | 132 | 14.2 |
| Bookkeepers, Hand | 61307 | 279 | 2.8 | 9 | 305 | 253 | 31.1 |
| Cashiers | 61314 | 766 | 7.7 | 14 | 873 | 659 | 16.9 |
| General Clerks, Office | 61333 | 332 | 3.3 | 11 | 368 | 296 | 24.3 |
| Order Clerks | 61350 | 162 | 1.6 | 23 | 199 | 125 | 5.5 |
| Secretaries | 61368 | 144 | 1.4 | 11 | 160 | 128 | 16.3 |
| Typists | 61392 | 59 | 0.6 | 48 | 87 | 31 | 1.0 |
| All Other Office Clerical Workers | 61900 | 214 | 2.1 | NA | - | - | NA |
| Shipping Packers | 62004 | 72 | 0.7 | 18 | 85 | 59 | 1.2 |
| Shipping/Receiving Clerks | 62005 | 96 | 1.0 | 13 | 108 | 84 | 7.4 |
| Stock Clerks, Stockroom, Warehouse, or Storage Yard | 62008 | 112 | 1.1 | 21 | 135 | 89 | 7.1 |
| All Other Plant Clerical Workers | 62900 | 98 | 1.0 | NA | - | - | NA |
| SALES OCCUPATIONS | 70000 | 3,206 | 32.0 | | | | |
| Sales Representatives | 71000 | 707 | 7.1 | 12 | 794 | 620 | 25.5 |
| Sales Clerks | 72002 | 2,469 | 24.7 | 6 | 2,617 | 2,321 | 40.3 |
| All Other Sales Workers | 79000 | 30 | 0.2 | NA | - | - | NA |

* Less Than .05 Percent

Estimates covering the following occupations were not shown separately because of fewer than ten (10) employees, a relative error greater than 50 percent or disclosure of confidential employer information. They were however included in the appropriate "all" or "all other" category.

Accountants and Auditors
Adjustment Clerks
Alteration Tailors
Bakers
Clerical Supervisors
Collectors
Commercial Artists
Computer Programmers
Cooks, Short Order
Counter Attendants
Credit Authorizers
Dispatchers, Vehicle Service
Doughnut Makers/ Doughnut Machine Operators
Electrical and Electronic Technicians
File Clerks
Furniture Upholsterers
Helpers, Trades
Jewelers/Silversmiths
Keypunch Operators
Kitchen Helpers
Office Machine Servicers
Sewing Machine Operators, Special/Automatic Equipment Nongarment
Opticians, Dispensing/Optical Mechanic
Optometrists
Payroll/Timekeeping Clerks
Pantry,Sandwich/Coffee Makers
Personnel and Labor Relations Specialists
Personnel Clerks
Picture Framers
Production Packagers
Purchasing Agents/Buyers
Receptionists
Stenographers
Switchboard Operators/Receptionists
Systems Analysts, Electronic Data Processing
Waiters or Waitresses
Watchmakers
Writers/Editors

## METHODOLOGY

### A. Sample

The second quarter of 1981 report of employment and wages covered by the New Hampshire Unemployment Compensation Law was used as the sampling frame for this survey. The Wholesale and Retail Trade establishments were stratified by three digit SIC's (Standard Industrial Classification) and by size class. Any unit with two hundred fifty or more employees was automatically included in the sample.

The actual reported survey period varied by industry and was either the week including April 12, May 12, or June 12, 1982 as designated by the U.S. Bureau of Labor Statistics. The survey was conducted by mail and consisted of an initial mailing and one followup. Phone calls were made when needed to insure the validity of the estimates.

### B. Estimating Procedure

All usable employer questionnaires were separated into seven employment size groups by industry. For example, establishments with employment of 4-9 would be in one size class and those with employment of 10-19 would be in another size class, etc. One class size in one industry represents an estimating cell. All establishments in a given estimating cell were assigned a sample weight which is the inverse of the sampling ratio. For example, if the reported employment in a specific occupation for an establishment is 100, and only one out of two establishments in this estimating cell is included in the sample, the weight assigned to this establishment would be the inverse of ½ which is two, and for estimating purposes, the 100 employment would have a representation of 200 (2 X 100). The employment for any specific occupation in each establishment is blown-up (inflated) by its sample weight and summed for all sample establishments in the cell. A ratio is then obtained by dividing this sum by the weighted total employment. This ratio is multiplied by the benchmark employment for that estimating cell corresponding to the survey month of April, May, or June 1982 depending on the industry being estimated. This yields the occupational make-up of the estimating cell for that month. Finally, the employment in like occupations are summed across all employment size classes within the three-digit SIC (Standard Industrial Classification) level to arrive at a total industry employment for each occupation.

### C. Variance

Variance is defined as the difference between an expected universe count of an occupation and the actual sample count obtained in a survey. It is computed for each occupation at the estimating cell level. An estimating cell is composed of all establishments in one size class in one industry. The variance for an occupational estimate is the squared and weighted sample observations times a series of correction factors. The sum of the squared and weighted sample observations is derived from summation formulas dealing with weights assigned to establishments, total employment reported by

establishments, and employment reported by establishments for specific occupations. The series of correction factors are derived from summation formulas dealing with benchmark employment less employment for volunteer reports, total employment reported by establishments, and the square of estimating cell benchmark factors (which are calculated by dividing the cell's benchmark employment by weighted total employment for the cell).

D. Sampling Error

Sampling error is defined as the difference between the estimated data derived from a sample and the data which would be expected if the entire universe of employers were surveyed. It is calculated by taking the square root of the variance of the estimates. In this publication, sampling error is measured on a 68 percent degree of confidence level or one standard deviation. For example, if an estimate of 100 has an associate sampling error of 10 the probability is 68 percent, or two chances out of three, that the true population value would be somewhere between 90 and 110.

E. Relative Error

Relative error expresses the sampling error as a percentage of the estimate. It is derived by dividing the sampling error (or square root of the variance) by the estimate and then multiplying by 100. For example, to illustrate the use of relative error, Food Stores (SIC 54) lists an estimated total of 1,837 Baggers, with a relative error of 14 percent. This indicates, at the 68 percent confidence level, the probability is two chances out of three that the results of a universe count of Baggers would not differ from the estimate by more than 265 or an estimated high of 2,102 or low of 1,572. Any specific occupation with ten or more employees and a relative error of 50 percent or less was published separately in this report except in industries 51 and 53 where a relatively poor survey response restricted the relative error to the 35 percent level. Relative error was computed only for specific occupations and not for residual categories or occupational groupings.

F. Nonsampling Error

The results of this survey are subject to biases and other nonsampling errors. Although careful editing and screening steps were taken, such errors could arise from faulty questionnaire design, ineffective processing techniques, inaccuracy of data furnished, or the inability to collect data as defined. Non-respondents are a source of nonsampling error for which corrective measures are not available. The possibility of these errors was recognized from the beginning and every effort was made for their elimination.

Percent of firms reporting each occupation could not be readily calculated for groups of occupations, but only for specific occupations.

## APPENDIX

All OES surveys provide for the allocation of occupations reporting into seven major categories. Specifically these occupational categories are as follows:

10000 Managers and Officers:

Includes persons concerned with managerial functions common to many types of organization as well as occupations which require a knowledge of the management and operation of the given organizations. Typical examples are: Corporate Officers; Plant Managers; Branch Managers; District Managers; Production Superintendents; General Superintendents; and Managers of such departments as budget, purchasing, sales and distribution, advertising, public relations, personnel and training, etc.

20000 Professional Occupations:

Includes persons concerned with the theoretical or practical aspects of such fields as science, engineering, technical work, art education, medicine, law and business relations. Most of these occupations require substantial educational preparation, usually at the university level. Typical examples are: Architects; Engineers (including Sales Engineers); Metallurgists; Physicists; Mathematicians; Statisticians; Biologists; Economists; Accountants and Auditors; Purchasing Agents; Public Relations Practitioner; Personnel and Training Specialists (other than departmental managers); Lawyers; Physicians and Surgeons; Registered Nurses; Editors and Writers.

30000 Technical Occupations:

Includes all persons actually engaged in technical work utilizing theoretical knowledge of fundamental scientific, engineering, mathematical, computer programming or draft design principles comparable to those acquired through study at technical institutes, junior colleges or other formal post high school training less extensive than a four year college course, or through equivalent on-the-job training or experience.

40000 Service Occupations:

Includes those workers in occupations concerned with the performance of services for persons that require either direct contact or close association with the individual; occupations concerned with the protection of individuals or of public or private property; occupations related to the cleaning of the interior and equipment of buildings, offices, stores, and similar places.

50000 Production Occupations:

Includes all skilled, semiskilled, and unskilled workers performing machine and manual tasks involving maintenance, construction, repair, material handling and production.

60000 Clerical Occupations:

Includes clerical personnel whose work involves preparing, transcribing, transferring, systematizing and preserving communications and records; collating accounts; distributing information. Also includes clerical workers involved in planning, coordinating or expediting production and the flow of work and workers involved in the clerical aspects of receiving, storing, issuing or shipping of materials, merchandise, supplies, or equipment.

70000 Sales Occupations:

Includes persons concerned wholly or primarily with selling when knowledge of the goods or services sold is required. Excludes Sales Engineers (see Professional and Technical Workers) and Cashiers (see Clerical Workers).

Explanation of Footnotes:

1/ Employment estimate represents covered employment adjusted for additional current information. Data entries were not rounded in order to preserve their analytic value. However, they should not be construed as being absolute but rather as relative values.

2/ Relative errors apply equally to estimated employment and the present distribution. Please refer to technical notes for an explanation of relative error.

N.A. Not Applicable